

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

Volume 65

JANUARY 1, 1932

Number 3

**Golden
Anniversary**

BERTH. LEVI & CO. INC.

1882

1932

WITH modest pride we point to our fiftieth anniversary in the casing business.

We appreciate the loyal support extended us by our many friends.

It is our aim to give the same dependable service in the future as in the past.

THE CASING HOUSE

“Reduce Costs in 1932”

—is the advice of leading packers

LEADERS in the packing industry agree that reduced costs are necessary to assure profits in 1932.

This applies in the sausage room as well as in other departments. One way to insure producing the finest quality of sausage at the lowest possible cost is to install “BUFFALO” Machines.

“BUFFALO” Machines

Silent Cutters

Grinders

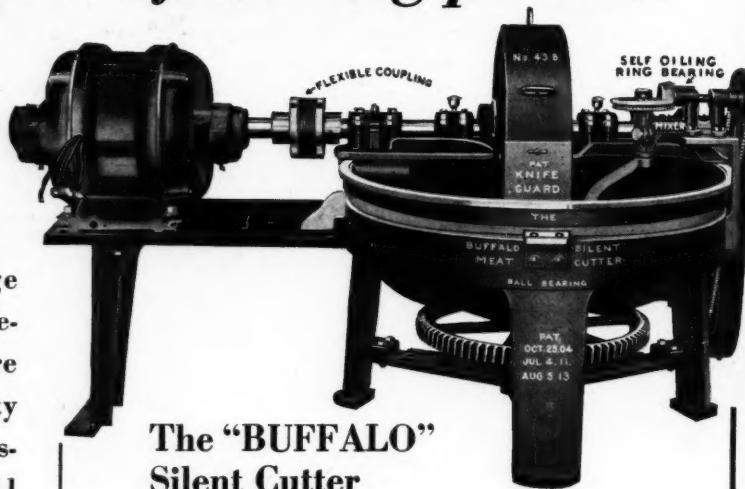
Mixers

Stuffers

Casing Pullers

Bacon Slicers

Fat Cutters



The “BUFFALO”
Silent Cutter

—backbone of a profitable sausage business. In cutting principle, mechanical construction and lasting qualities, this improved “BUFFALO” is the peer of any machine on the market today.

LEADERS in the industry throughout the country are now “BUFFALO” users. They know from experience just what economies are possible in time and labor with “BUFFALOS.” Tests and comparisons have shown savings up to 1c a pound over other machines.

Now is the time to investigate the latest model “BUFFALO” machines. They are an investment in profitable sausage-making.

Write for complete information and prices

JOHN E. SMITH'S SONS COMPANY
50 Broadway

Buffalo, N. Y., U. S. A.

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THE MAGAZINE OF THE
Meat Packing and Allied Industries

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 86. No. 3

JANUARY 16, 1932

Chicago and New York



Hats Off to the Past—

Coats Off for the Future!

*Comments and suggestions of an observer in
the meat packing industry who sees ahead*



THE business depression has been so widespread that it is difficult for the average individual to maintain a spirit of optimism.

Disturbing factors were many. Failures of banking institutions followed closely upon the collapse of the speculative bubble. The decline in prices has been startling. Close trading and keen competition have aggravated a bad situation.

However, a hopeless attitude is wholly unjustified. Out of the darkness may come light to disperse the spirit of gloom.

The current industrial readjustment has dammed up tremendous projects. They will shortly be under way. Larger developments are waiting for the word to go.

Wheels of Progress Keep on Turning

Research and experiment have gone on practically unnoticed in recent months of anxiety. The work of thousands of scientific minds has not been checked.

The significance of new trends in physics, chemistry, engineering and physiology will disclose new fields of unlimited possibilities. Theory has clasped hands with practice to improve conditions and to increase efficiency.

The meat packer who is idly awaiting the return of good times is missing a grand opportunity.

Before long he will be plunged into a new era of mechanics designed to speed up both his industry and trade. All about him will be new activities and new possibilities in the making. Unique processes and methods are becoming energized.

Invention has come on top of invention. Better things spring up over night. Changes arrive at

lightning speed. With the advent of the airplane, Gibraltar ceased to be an impregnable fortress. Gasoline consumption exceeds a million gallons per hour. The national bill for advertising is above a billion dollars yearly.

New Ideas Revolutionize the World

The new ideas of the past ten years have exceeded those of a whole previous century.

The element of surprise has been the greatest factor in business. Makers of buggies and wagons discovered this. Bobbed hair all but ruined the manufacturers of hairpins. Short skirts, automatic cigarette lighters and drug store luncheonettes squeezed out many textile, match and restaurant enterprises.

What is there in store for the meat packer?

Only a short time has elapsed since Michael Faraday with bits of wire and steel solved the problem of conveying electric current. Sir Walter Scott ridiculed the idea of getting light and heat from gas. No business can escape change, for it has become the predominating factor.

The moving panorama is clearly before us. The itinerant peddler lost out to the country store. The country store could not withstand the retail establishment. The retailer failed when he opposed the department store. And the harder the latter rebelled, the more rapid advancement the chain store companies made.

Millions of New Mouths to Feed

Constant change is predestined and opposition is countenanced only by the loser. The packing industry cannot escape.

The year 1931 has just closed. General alarm

and exaggerated fears can now be left behind. The packing industry must prepare to feed a million new mouths every ten months. This new market equals in volume the present demands of the states of Connecticut, Maine, Maryland, Florida, Kentucky, Iowa, Delaware and Colorado.

Progress in Science as It Applies to the Meat Industry

The perfection of the meat industry's basic process has been built upon the successful application of cold and heat. Already we hear the rumbling of change in this field.

Fuel.—Ten years ago coal supplied 90 per cent of our total energy consumption. Today it makes up about 60 per cent.

Natural gas trunk lines are being extended at the rate of thirty miles per day throughout the country. Boiler rooms are being converted to this preferred fuel. The elimination of dirt, soot, ashes, noise and smoke from our basic heat process is an auxiliary aid to the general program of sanitation in the packing industry.

Rustless Equipment.—Hundreds of strange alloys that have changed the entire complexion of the metals industry are waiting to eliminate the toll taken by rust in the packinghouse.

Galvanizing will disappear, and in its place solid metals with lustrous sheens that remain brilliant will find application. Steel is already being purchased in rolls like newsprint paper.

Nitriding, a new surface hardening, minimizes replacements of valves, meat cutting discs, knives and saws.

Canning Methods.—Pressure canning methods have been developed, wherein the cans are filled by mechanical means under pressure and processed in a continuous stream, emerging ready for shipment and mail order delivery.

Automatic Weighing.—Photoelectric cells control weights in packaging. As the product flows into the container through a valve, point by point the hand of a dial scale moves around until it indicates the prescribed weight. Simultaneously with the interception of a beam of light an electric current is interrupted and the valve closes. Flow ceases immediately.

Conveyor Development.—Freight cars may be built with conveyors in their bottoms, so that a conveyor on the shipping platform of a packing plant may

be swung into position to connect with the conveyor in the end door of the box car, the power turned on and the freight started on its journey either into or out of the packinghouse.

Pressure Washing.—Boiler blowdown, a waste of heat and water under ponderous pressures, has been used for washing floors and fixtures. Rapidly cutting the grease, it leaves thoroughly sterilized and spotless equipment.

High-pressure washing will become universal. Small pumps revolving at lightning speed are ready for such service. High-speed motors half the size of our present equipment will do twice the work.

Pumping Progress.—Rotary pumps without valves convey fats and viscous liquids. Steam leaks will end and losses become negligible.

The expansion valve is passing into oblivion. Ammonia liquid floats do this work automatically and far better than the temperature man.

Thermometer Magic.—Long-distance thermometers in the cooler transmit temperatures immediately to the desk of the manager.

Smokehouses.—Travelling smokehouses, in which the fire never dies, constitute a decided advancement.

Power Plant Improvements

Installation of a single boiler can accommodate the steam demands of any sized packing plant. Pressures stepped up to 600 lbs. are not far off. Power and light become a by-product.

Car dumpers for unloading the contents of a car of coal at the rate of five minutes per car have been installed.

Flake-ice in eight-inch ribbons, already crushed, rolls off cylinders as fast as needed. Cans and crushers are headed for the discard.

Large rotary compressors handle refrigerants superior to ammonia and with less hazard.

Refrigeration Wonders.—Waterless sub-zero ice manufactured from carbon dioxide will play an

important part in the refrigeration drama. Next to air and water this gas is the least costly of all available raw materials. Huge quantities of carbon dioxide now pour forth as waste from the stacks of boiler rooms of packing houses, enough to furnish refrigeration to chill, hold and transport all of their products.

Compressed solid CO₂ gas will find a multitude of uses. Ninety lbs. takes the place of 1,000 lbs. of ice and 225 lbs. of salt. Refrigerated trucks and cars will be able to make long journeys without reicing by stages. Vending machines equipped with this product can handle the merchandising of perishable packinghouse products.

Refining Up to Date

Batch processes on fats and oils are drawing to a close. Use of continuous refining schedules as applied to vegetable oils saves time, increases yields and minimizes losses.

New emulsifying agents promise smoother textures and finer products.

The general trend is toward improved grades. Lowering the limits of acid in prime steam lard increases the marketability. The Institute of American Meat Packers in this has led the way to higher uniform quality.

Packaged lard, now so common, will shortly be held at any temperature. Exclusion of the air by an inert gas gives it keeping qualities. Hermetically sealed, vacuum packed, it reaches the consumer in perfect condition. Spoiling and rancidity cease.

No More Bones

No more will freight be paid on bones in the carcass. The bone will be taken out at the source of supply, turned into meals, feeds and fertilizer, and reshipped to the point of origin, being returned to the land.

Trimmings packed in tight containers will be shipped direct to sausage factories.

Hog and poultry foods are taking on the complexion of tonics. Vitamin content is increased and the units clearly printed on each sack.

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By-Product Outlets.—New species increase the useful field of by-products. The dread "Addison's disease" has been counteracted by suprarenal extract. Highly concentrated liver extracts save thousands of lives by averting anemia.

Plant Sanitation.—Sunlight lamps promote the general health of office and plant workers. Heat for winter and cold for summer must be supplemented by the reaction of light rays to protect all workers.

Housing.—Cooperative apartments of a new type around packinghouse centers will prove that instead of slums being made by people, people are unmade by slums, and can be remade by a cleaner, pleasanter environment.

Transportation and Delivery

Shortly a billion dollars will be spent on new highways throughout the country, affording another channel for the distribution of meat products. The townless communities to be built along these outlets will become an active market.

Refrigerated Trucks.—Over these roads refrigerated trucks, traveling with the speed of passenger coaches and on precise schedules, will make deliveries.

The extensive and long distance shipments of carcass hogs and fresh pork cuts made possible by the mechanically-refrigerated truck trailers and refrigerated cars is an outstanding departure. Shipments at the end of four or five days arrive at destination in a satisfactory condition on account of even and low temperatures.

Butter and dressed poultry is being marketed from Salt Lake City to Los Angeles, 758 miles, in hot weather. Why not fresh meats in loads of 20 to 25 tons?

Meat Merchandising Revolution

Meat marketing faces a revolution.

Cuts are to be sold in packages.

The entire perishable food business is to be placed on ice. The menus of the world are to be rewritten. Prejudice against frozen foods has vanished, for foods quickly frozen at very low temperatures may be thawed out later and cooked without loss of their original color or flavor.

Pork and beef products are being moulded like ice cream

forms, eliminating waste, pleasing to the eye, delighting the buyer.

Boneless steaks, like boneless hams, may become the rage.

Tongues in moulds, hams in tins, and new combinations of hunger-satisfying palliatives court old tastes and bring new breakfast frills.

Packaging Enters New Era

Old-time cooperage is becoming a lost art. Pressed paper containers will replace barrels. Bulky and heavy woodenware is retreating before scientific packaging. The infant packaging industry, just emerging from the business nursery, is bound to grow with astonishing speed.

Millions of dollars worth of simple machinery will enable the packer to replace the tubs, boxes and containers. They are light, strong and less cumbersome. Here is a business that has doubled each year and shows no signs of slowing up.

Vitamin Values in Meat

We have become vitamin conscious. Canned meats, foods and vegetables will be appraised in terms of vitamin content. Selected meats high in dynamic energy, classified by units of vitamins per pound, will offer a new merchandising appeal.

Stubborn diseases have their Waterloo in the active use of vitamin foods. The vitamin is augmenting the calorie in food values. The lowly beef extract high in vitamin G improves digestion, thereby aiding general nutrition.

Science in Management

Accidents of all kinds are rapidly decreasing. Patented knife guards, safety toe boots and



AN OUT-OF-DATE STYLE.

shoes, hard-boiled hats protect life and limb.

Management now takes its place as a science. Praise will be used more than criticism. The avoidance of praise has cost business millions of dollars worth of held-back energy, initiative and devotion.

The spirit of invention courses through the land. Genius uncovers much to be desired.

Soon a resume of the past will show how sound were the permanent economies conceived by necessity during the depression; that this is merely a time of correction and preparation for an astoundingly rapid new growth.

"Hats off to the past, coats off for the future."

Needs More Than Elbow Grease

Looking back at 1931, and ahead in 1932, one packer does not believe that industry methods practiced last year deserve even the respect of a doffed hat. And it is his opinion that something more than shirt-sleeved energy will be necessary to redeem the situation in 1932. He says:

Editor THE NATIONAL PROVISIONER:

Reading the review of the past year in your issue of January 2 I am moved to make a few observations.

Looking back over the year just ended, we find little to be proud of as an industry. Admitting it was an unusual and trying period, apparently nothing was done to improve the condition.

The code of trade practice seems to have become merely another scrap of paper—maybe it is enjoying an unlimited moratorium. If this is untrue, then why, for the sake of getting business, has the industry run wild—demoralizing business by slashing prices below fair levels and below cost of production? The manufacture of inferior quality products for price argument only, unrestrained use of credit, and many other ruinous competitive measures have forced many concerns to take unnecessary losses.

As we enter the new year let us ponder on what has happened, and contemplate a moment what might happen if the industry would adopt and observe fundamental business laws. Good sound intelligent management, a spirit of fairness to your competitor, knowing correct costs, adding a fair profit, granting proper credit, selling at the right price—or at least somewhere around what might be called fair competition. And finally, giving serious consideration to this one fact—no one individual company has ever enjoyed all the business in its own city, county, state or in the country at large.

Yours truly,
VETERAN PACKER.

Rendering Methods and Equipment Must Show Savings

Recent conditions in the markets for products of edible and inedible rendering are causing some packers to give more attention to these departments of their business.

When such a situation exists two things can be done to squeeze out a profit where none seems possible, or at least to keep losses at the lowest point. These are to

Eliminate loss and waste in processing, and

Improve quality of product by better methods and equipment.

Some rendering departments that might have carried the burden of obsolescence and inefficiency when prices of product were higher are no longer able to do so. Today the difference between costs with out-of-date equipment and inefficient methods and those possible under better conditions may represent to a considerable degree the loss the department is taking.

Experience Brings Progress

The meat packer who has not kept posted on rendering equipment development probably will be surprised at the progress that has been made. Whether he is an advocate of wet or dry rendering, or modifications or combinations of these systems, he will find that progress in equipment improvement has not stood still.

Most rendering systems now in use are capable of producing better products at less cost compared with what was available a few years ago. Modern methods of handling material also have been adapted to rendering plant operations in order to cut labor costs.

Much of the advancement in rendering practice has been along the lines of increasing yields, bettering product and reducing rendering time and cost. And it has come about quite as much as a result of plant tests as by developments and improvements in machine design.

Vertical Type Cooker.

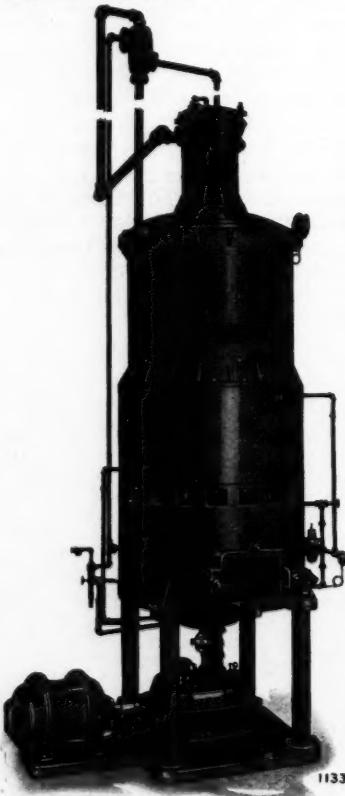
The packer or renderer who is planning to replace obsolete and inefficient rendering equipment with modern, up-to-date devices will investigate carefully all of the equipment available, and choose that which seems to fit in best with his particular conditions. Only in this way can he be sure that he is over-

looking no good bets. Each system has its particular advantages.

The vertical type of cooker has been successfully used in the vegetable oil field for many years. Its adaptation for meat packing and the rendering of animal fats in a recent development by the French Oil Mill Machinery Co., Piqua, O., includes a curb press with unique features intended to increase its efficiency. Rustless steel is used in construction, and the type is adapted either to internal pressure, open dry rendering or wet rendering.

The cooker is fitted with a barometric condenser and ejector for securing a vacuum and drawing off excess moisture and gases, rapidly and thoroughly cooking and eliminating objectionable odors.

Features claimed for the machine are small power consumption and small floor space. The stirrers are designed for thorough agitation of the product, but they occupy very little space in the kettle, insuring maximum filling capacity for the cooker.



VERTICAL TYPE COOKER.

Features claimed for this cooker are small floor space, small power consumption and economical handling of material. It may be used for either wet or dry rendering.

The cooker is designed for an overhead or an underneath gear drive, and can be furnished with tight and loose pulleys, or motor drive or arranged for speed reducer drive. Steam jacketed side walls and bottom are tested under 200 lbs. pressure, and the assembled machine is tested under 200 lbs. internal pressure.

Equipped with Sub Kettle.

Formerly, after the material was cooked, it was discharged from the melter into a crackling receiver for draining off the free grease. It was then shovelled into a press for extracting the remainder of the grease. Instead of following this practice the vertical cooker has a sub-kettle or receiver directly under the cooking kettle, into which the contents of the cooker are discharged when the cooking process is completed.

A large pressure and vacuum tight gate valve is located in the bottom of the cooking kettle, and when opened permits the cooked material to discharge into the sub kettle or receiver. This valve can be closed after the cooker is empty, refilled, and another charge cooked at once.

Filling the Press.

About one-third of the way up from the bottom of the sub kettle or receiver is installed a special perforated temporary bottom which holds the material and without agitation permits the free grease to drain out through the perforated gate plates into the section below. The free grease drains out of the sub kettle through a pipe connection into a grease tank.

The perforated bottom is made up of several dumping type swinging gates, locked in a horizontal position, which, after the free grease has drained off the product, drop from a horizontal to a vertical position, allowing the material to drop to the bottom of the sub kettle. Here it is agitated and discharged through an opening into the box of a hydraulic or power operated distributor, and carried into the press. The ram of the press is lowered the thickness of a cake, prior to the distributor automatically moving forward and back across the top of the cage, discharging a quantity of material in the cage to form a cake.

In this way the cage is filled with cake one at a time. The distributor, it is said, strikes off a level and uniform cake, the thickness being regulated by the lowering of the press ram.

Material Handling Methods.

All manual handling of the product is thereby eliminated. The product remains in the steam jacketed sub kettle until discharged into the press, and is

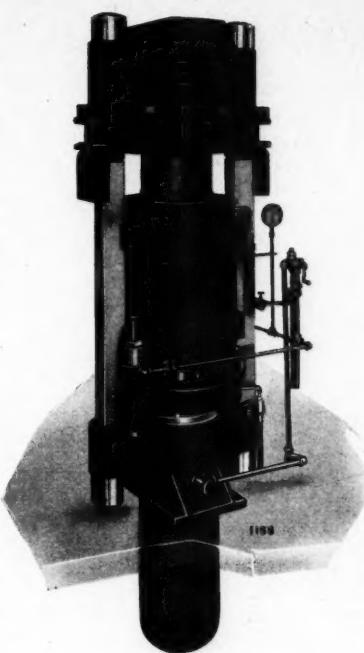
kept at the proper temperature to allow free flowing of the grease. Since the sub kettle is closed, the product holds the proper percentage of moisture, it is claimed. When the product is dumped from the cooker into the sub kettle, the cooker may be refilled with another charge. The cooker and sub-kettle have sufficient capacity to hold a quantity of product equal to four or five pressings. By the time the sub kettle is empty the next charge of material in the cooker is ready for pressing.

The temporary drainage bottom, made up of a series of perforated dumping type gates, is opened and closed by means of a hand wheel. When these gates are raised they are locked in a horizontal position. Operation of the distributor is controlled by a hand lever type valve. The charging box, filled with product, moves forward across the top of the open cage, discharges its contents, and at the end of the forward stroke automatically reverses and returns to its original position. The charging box is then refilled with product from the cooker. This is accomplished by opening the sliding gate, which remains closed at all times except when the charging box is directly under the cooker.

A number of advantages are claimed for this type of cooker. Among these are that product is kept hot until it enters the press, loss of moisture is prevented, there are provisions for draining the free grease. Manual labor in shovelling the product from the cooker into the press is eliminated, product goes into the press hot a better yield of grease is obtained.

Construction Details.

Charging the press is performed in less time, and cake of uniform thickness is obtained. In addition, it is said, the time saved in filling the cage gives



AN UNUSUAL PRESS.

A novel detail is the floating cage by which uniform pressure on the product is obtained. The cage discharges at the top.

longer time for the product under pressure, thus increasing the drainage time and insuring a greater yield of grease. Capacity of the cooker can be increased by adding additional sections.

The charging dome at the top is fitted with a hinged steel door or lid, and the discharging opening in the bottom section is fitted with a hinged steel door, both quickly unfastened for opening, charging and discharging. Both are pressure tight. Each door is fitted with a sealing device conforming to U. S. meat inspection requirements. Bottom kettle is equipped with drainage connections for removal of free

grease, and with connections for taking samples of the cooked product for test purposes. The vertical shaft is supported with bearings at the bottom and top end, and fitted with a stuffing box with outside yoke thrust type bearing.

This type of cooker is unusually sanitary, it is said. Due to its design it is free from leakage at all joints, and no material remains in the cooker when it is discharged. Due to the fact that all surfaces are smooth it is easy to keep clean.

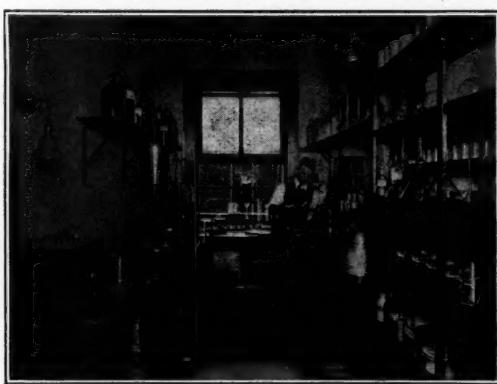
Floating Cage Press.

The French hydraulic cage press is unique in design, and differs in a number of details from the standard hydraulic curb press. Among the advantages claimed for this press is more efficient drainage. The cage floats. This feature, it is claimed, insures that all material in the cage is subjected to a uniform pressure throughout. The cage and oil dish are steam jacketed to insure keeping the product hot and the grease liquid under pressure. This aids to secure better drainage and a large yield of grease.

Filling is done from the top, the cage being equipped with lifting cylinders. After it is filled additional filling capacity can be secured by closing the entering heads, applying pressure on the raising cylinders lifting the cage, and forcing the entering heads into the cage at the top, thereby giving additional space for filling. By this means, it is said, capacity can be increased 35 to 50 per cent, dependent on the material being pressed.

Entering heads closing the top of the cage are mounted on roller bearings so they can be swung in, closing the cage, or swung out, opening the cage, with little physical effort on the part of the operator.

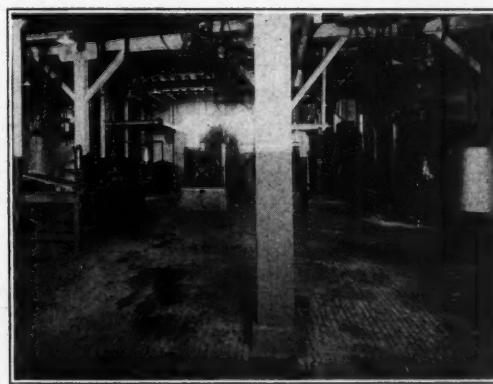
(Continued on page 31.)



FINDING OUT ABOUT THE INDIVIDUAL RENDERER'S PROBLEMS.

A working laboratory in the plant of the French Oil Mill Machinery Company, equipped with cookers and presses, takes animal material and finds out what can be done with it. Equipment is then specified or designed to suit the individual plant need.

Left—Laboratory where products are tested to decide on methods. Right—Experimental department, where experimental operations are carried out.



Wilson Clears Way for Future

An increase in sales tonnage is reported by Wilson & Co., Inc., for the fiscal year ended October 31, 1931, though the dollar volume of sales declined \$58,000,000 from those of a year ago, 1931 sales totaling \$212,000,000.

While the financial position of the company is strong, current assets being 9½ times current liabilities, the heaviest inventory losses in the history of the industry, combined with the drop in the value of foreign currencies, resulted in a loss of \$5,000,000 and a net loss of \$2,017,000.

This, deducted from the surplus of \$5,372,576.70 as of November 1, 1930, left a balance of \$2,855,349.65. There were credits arising from the purchase of the company's preferred stock for retirement of \$1,548,839.32, resulting in a surplus on October 31, 1931, of \$4,404,188.97.

Could Not be Avoided.

In his letter to stockholders, under date of January 12, 1932, President Thomas E. Wilson said:

"While the year's operations, after charging depreciation and interest, show a loss of \$2,017,155.80, our stockholders should realize that this loss is due to world-wide conditions entirely beyond our control. Consistently falling prices of our commodities involved inventory losses of more than \$4,000,000.

"This inventory loss could not be avoided, because the nature of our business makes it imperative that large stocks of product must be carried in process of manufacture and for distribution."

Provision for depreciation was computed on the same basis and at the same rates as in previous years and the amount charged to the year's operations, after allowing for properties transferred from property account, was upwards of \$70,000 more than in the previous year.

Cash Position is Strong.

Apart from the reserve for contingencies of \$1,000,000 there were substantial additional reserves. These were \$1,500,000 in excess of requirements and might properly have been taken up but Mr. Wilson points out that in view of the existing uncertain conditions, the directors thought it preferable to leave them untouched at this time.

All bank loans have been paid off and current assets are \$6,852,215.66 in excess of all liabilities, including bond indebtedness. The properties of the company have been maintained in good physical condition and considerable improvements have been made during the year, taking advantage of the lower cost of construction.

"Inventory declines this year have been the most severe in the packing-house industry's history," Mr. Wilson said. "Values have reached a level so low that it seems hardly possible that further substantial inventory losses could occur and there are good reasons for feeling confident that the company's

operations in 1932 will show profitable results."

Directors of the company are Robert F. Carr, Richard J. Collins, D. Mark Cummings, Stanley Field, E. N. Hurley, sr., D. F. Kelly, H. C. Olcott, F. H. Rawson, Eugene M. Stevens, B. E. Sunny and Thomas E. Wilson, all of Chicago; George A. Martin, Cleveland; and E. A. Potter, jr., C. I. Stralem and E. R. Tinker, all of New York.

Officers of the company are: Thomas E. Wilson, president; W. J. Cawley, J. D. Cooney, R. F. Eagle, Carl Fowler, Wm. R. Grove, C. R. Hood, W. S. Nicholson, A. E. Petersen, Harry J. Williams and Edward F. Wilson, vice-presidents; Geo. D. Hopkins, secretary and assistant treasurer; W. D. Hoffman, comptroller; P. W. Seyl, assistant treasurer; and J. A. Hamilton and R. Harriman, assistant secretaries.

Consolidated Balance Sheet.

The consolidated balance sheet as of October 31, 1931, is as follows:

ASSETS.	
Cash	\$ 7,062,476.36
Accounts receivable	8,443,707.40
Inventories (at market, less distributing and selling expense)	14,833,941.03
Advances to affiliated company (represented by net quick assets)	845,442.89
	<u>\$31,205,567.68</u>

Investments:	
Investment in affiliated company representing equity in	
Fixed assets	\$ 394,600.73
Net current assets	2,224,358.75
	<u>2,619,049.48</u>

Investments, exchange memberships, etc.	
	461,034.40

Plant and equipment less reserve:	
Land	\$ 8,854,674.17
Buildings	24,177,818.27
Machinery	12,519,344.60
Cars, delivery equipment, etc.	5,478,735.94
	<u>52,030,592.98</u>

Prepaid insurance, etc.	
	<u>\$38,389.01</u>

		Sales	High	Low	Close
		Week ended	Jan. 13.	Jan. 13.	Jan. 13.
Amal. Leather					1
Do. Pfd.			2½	2	2
Amer. H. & L.	400	10	10	10	12
Do. Pfd.	500	34	33½	34	33½
Amer. Stores	1,200	14	14	14	14
Armour A	5,250	1½	1½	1½	1½
Do. B.	3,700	6	6	6	6
Do. Ill. Pfd.	1,700	9½	9½	9½	7
Do. Del. Pfd.	3,300	39	37½	39	37½
Barnett Leather					
Do. Pfd.	20	9	9	9	9
Bendix Pack	500	42	41	42	39½
Bohack H. C.					45
Do. Pfd.					50
Brennan Pack					100
Chick C. Oll.	100	8½	8½	8½	8
Childs Co.	13,300	7½	6½	7½	5½
Cudahy Pack	1,000	31	31	31	30½
First Nat. Stores	6,700	48½	47½	48½	45½
Gen. Foods	33,500	35%	34%	35%	33%
Gobel Co.	4,100	6	6	6	5½
Gr. A. & P. 1st Pfd.	50	116½	116	116	115%
Do. New	50	148	148	148	142
Hormel C. A.					15
Hygrade Food	2,700	3%	3%	3%	3%
Kroger G. & B. 15,300	15	4½	4½	4½	4½
Libby McNeil	300	4½	4½	4½	3½
McMarr Stores					35
Oscar Michelin					35
M. H. Pfd.	150	6½	6½	6½	6
Morrell & Co.	400	29½	29½	29½	29½
Nat. Fd. Prod. A.					14
Do. B.					14
Nat. Leather	50	14	14	14	14
Nat. Tea	1,200	8½	8½	8½	7
Proc. & Gamble	12,700	41%	41%	41%	40½
Rath Pack	250	16½	16½	16½	15½
Safeway Strs.	14,400	48%	47	48½	45%
Do. 6% Pfd.	140	75	74	75	72
Do. 7% Pfd.	430	89½	88½	89½	85½
Stahl Meyer					6½
Swift & Co.	13,200	18%	18½	18½	18
Do. Int'l.	13,150	24%	23½	24%	22½
Truett Pork					10½
U. S. Cold Stor.					33½
U. S. Leather	2,800	2½	2½	2½	2½
Do. A.	600	4%	4½	4½	5½
Do. Pr. Pfd.					56½
Wesson Oil	1,200	15½	15½	15	14
Do. Pfd.	1,700	48%	48½	48½	50
Do. 7% Pfd.					32½
Wilson & Co.	900	1	1	1	1
Do. A.	500	2½	2½	2½	2½
Do. Pfd.	700	22½	22½	22½	18

LIABILITIES.	
Drafts payable	\$ 341,341.36

(drafts with documents attached which are self liquidating)	
Accounts payable	2,850,800.06

Other obligations maturing within one year:	
Sundry mortgages	\$37,500.00
Agreements for minority stock interests	526,800.00
Minority stock interests not contracted for	93,383.60
	<u>\$24,353,372.02</u>

Reserve for contingencies	
Capital Stock:	1,000,000.00

Number of shares	Authorized	Outstanding	Amount.
Preferred 7% cumulative stock, \$100 par	500,000	*265,248	\$26,524,800.00
(Dividend unpaid from Feb. 1, 1930)			
Class A stock, no par	500,000	*357,533	17,876,650.00
(Dividend, \$5 per year, unpaid from Nov. 1, 1930)			
Common stock, no par	1,500,000	*534,983	2,739,055.00
			47,140,505.00

*Note—Includes 101,302 shares unissued, of which 100,000 shares of common stock were provided in organization for issue as the Board of Directors of the Company shall approve.

Surplus provided in organization 9,756,587.56

Surplus per annexed statement 4,404,188.97

\$86,654,633.55

Contingent Liabilities: Self-liquidating drafts on customers of \$225,004.40.

Following are the consolidated statements of income and surplus for the year:

Income and Surplus.

Earnings before deducting depreciation and interest (after absorbing inventory losses in excess of \$4,000,000 and the writing down of foreign net current assets, due to the depreciation of foreign currencies, by approximately \$1,000,000)	\$1,203,125.85
Interest paid (including minority stockholders' portion of earnings \$86,016.57)	1,491,629.45
After interest (deficit)	\$ 288,504.10
Depreciation (computed on the same basis and at the same rates as in previous years)	<u>1,728,651.70</u>
Net loss	\$2,017,155.80
Surplus accumulated from March 1, 1926, to November 1, 1930	\$5,372,576.70
Deduct:	
Net loss for the year as above	\$2,017,155.80
Dividends paid on preferred stock	500,071.25
Balance	2,855,349.05
Credit arising from purchase of Company's Preferred Stock for retirement	1,548,839.32
Surplus, October 31, 1931	\$4,404,188.97

WESSON OIL EARNINGS.

Consolidated net profit of the Wesson Oil and Snowdrift Co. for the quarter ended November 30, 1931, totaled \$641,153, after depreciation and federal taxes. This compared with \$707,313 in the same quarter of 1930.

PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain store and food manufacturers' listed stocks, January 18, 1932, or nearest previous date, with number of shares dealt in during week, and closing prices on January 18, 1932, or nearest previous date:

	Sales	High	Low	Close
	Week ended	Jan. 18.	Jan. 18.	Jan. 18.
Amal. Leather				1
Do. Pfd.				7
Amer. H. & L.	400	2½	2	2
Do. Pfd.	500	10	10	12
Amer. Stores	1,200	34	33½	34
Armour A	5,250	1½	1½	1½
Do. B.	3,700	6	6	6
Do. Ill. Pfd.	1,700	9½	9½	9½
Do. Del. Pfd.	3,300	39	37½	39
Barnett Leather				
Do. Pfd.	20	9	9	9
Bendix Pack	500	42	41	42
Bohack H. C.				45
Do. Pfd.				50
Brennan Pack				100
Chick C. Oll.	100	8½	8½	8½
Childs Co.	13,300	7½	6½	7½
Cudahy Pack	1,000	31	31	31½
First Nat. Stores	6,700	48½	47½	48½
Gen. Foods	33,500	35%	34%	35%
Gobel Co.	4,100	6	6	6
Gr. A. & P. 1st Pfd.	50	116½	116	115½
Do. New	50	148	148	142
Hormel C. A.				15
Hygrade Food	2,700	3%	3%	3%
Kroger G. & B. 15,300	15	4½	4½	4½
Libby McNeil	300	4½	4½	4½
McMarr Stores				35
Oscar Michelin				35
M. H. Pfd.	150	6½	6½	6½
Morrell & Co.	400	29½	29½	29½
Do. B.				14
Nat. Tea	1,200	8½	8½	8½
Proc. & Gamble	12,700	41%	41%	40½
Rath Pack	250	16½	16½	16½
Safeway Strs.	14,400	48%	47	48½
Do. 6% Pfd.	140	75	74	75
Do. 6½% Pfd.	430	89½	88½	89½
Stahl Meyer				6½
Swift & Co.	13,200	18%	18½	18½
Do. Int'l.	13,150	24%	23½	24%
Truett Pork				10½
U. S. Cold Stor.				33½
U. S. Leather	2,800	2½	2½	2½
Do. A.	600	4%	4½	4½
Do. Pr. Pfd.				56½
Wesson Oil	1,200	15½	15½	15
Do. Pfd.	1,700	48%	48½	48½
Do. 7% Pfd.				50
Wilson & Co.	900	1	1	1
Do. A.	500	2½	2½	2½
Do. Pfd.	700	22½	22½	22½

EDITORIAL

Can Meat Learn a Lesson from Sugar?

Publicity activities of the sugar industries and results obtained can well furnish food for thought to those engaged in the production and distribution of meat.

Sugar consumption was faced with a more serious handicap than meat has carried at any time. A large percentage of the population, including both men and women, were possessed of anything but sylph-like figures. The blame for this was placed almost exclusively on sugar and foods containing sugar. Those desiring figures to conform to the fashion of the hour were urged to eliminate sugar and sugar-carrying foods from their diet. At the same time sugar was blamed for aggravating certain diseases. Here, again, it was advised that sugar be eliminated. Huge advertising campaigns were directed against the use of foods containing sugar, such as candy, and in favor of other products.

Sugar suffered a further handicap in that it was produced extensively not only in this country but in other countries having close affiliations with the United States which demanded some advantage in import regulations.

As a result sugar consumption dropped off seriously and competition rose to dangerous levels. A solution of the problem was believed to lie in an advertising campaign aimed at increasing not only the consumption of sugar, but of foods and beverages in which sugar is an ingredient. This campaign has been under way for three years. The industry has found that it has served not only to build up an informed public attitude toward sugar in this country, but has served as an example which has been closely followed in European countries.

The campaign was devoted to educating the public to the harmful effects of dieting to achieve a slender figure; emphasis was placed upon the value of sugar as an energy food and an aid to digestion; there was promotion of an increased use of sugar in the kitchen as a seasoning agent in the preparation of meats and vegetables; dissemination of newly discovered scientific facts regarding the value of sugar in the diet of the child and the adult; and the development of new sources of demand for sugar.

The meat industry finds itself in a position similar in some respects to that of the sugar industry. It has a surplus production both at home

and abroad. Some scientists and many pseudoscientists exhort against the use of meat. Some consumers believe it is expensive and substitute other foods for it. Those who buy meat buy it because they like it rather than because they realize its value to them.

Nation-wide advertising campaigns directed at the value of meat in the diet, not only of adults but of children; advantages in the use of meat in both sickness and health; a dissemination of scientific facts regarding meat which would counteract the ideas still held by many physicians that meat should not be eaten under certain health conditions; and keeping meat everlastingly before the public—all these would do wonders toward increasing meat consumption.

There are those who may feel that the present is no time to undertake such an advertising campaign. Perhaps there is more reason now than ever for meat advertising to be started. While a large percentage of the population is experiencing curtailed income, meat prices are relatively cheaper than those of many foods.

There is a surplus of all kinds of livestock, in comparison with meat demand, so solution of the problem would seem to be creation of demand. It is a problem of the livestock producer not only to maintain and increase his production but get a fair return for his effort. And it is a problem for meat packer and meat retailer to maintain a volume of business sufficient to insure a living profit.

A continuous, systematic meat advertising campaign—based on common sense, of course—would appear to be a major need of the livestock and meat industry. It would seem that its serious consideration could not be taken up too soon.

Still Waiting to Buy the Brooms

A good deal of the money lost by the meat packing industry in 1931 was lost on hog products. Will the industry have a chance to get some of this money back in 1932 in its hog operations?

One veteran packer who has operated a successful business for many years is of the opinion that the meat packing industry has prospects ahead for a reasonably good year "unless everybody loses his head." He recalls the slogan adopted at a meeting of the industry at Atlantic City a number of years ago, which read, "Let every man sweep up over against his own doorstep," and also the statement of one packer at that time that "some of us will have to buy a hell of a lot of brooms!"

This packer is of the opinion that the supply of brooms has not yet been put in!

Practical Points for the Trade

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Country Style Sausage

This is the season of the year when country style pork sausage is popular, both the fresh and the smoked product. A packer in the Central West asks how this is made. He says:

Editor The National Provisioner:

There is a pork sausage made by some packers similar to that made on farms where hogs are slaughtered and which is popular among certain consumers, especially during the winter months. This sausage is coarse cut and is stuffed in hog casings. Some of it is smoked and some is sold fresh. Can you tell us how it is made?

Country style fresh pork sausage is made a good deal like the product that is stuffed in sheep casings and linked off, except that there is a higher proportion of lean to fat in the meat and it is coarse cut, either through the larger plate or chopped on a rocker. The seasoning used is often limited to salt, pepper and a small quantity of powdered onion. In many sections consumers demand the addition of sage.

Strictly fresh pork trimmings are used for the purpose. If a quality sausage is being produced, these trimmings come from boned out shoulders and belly trimmings. They should be 85 per cent lean and 15 per cent fat. To each 100 lbs. of meat use

2½ lbs. salt

10 oz. ground white pepper and sage or onion to taste.

If the product is to be smoked, about 2 oz. of saltpeter and 4 oz. of granulated sugar can be added to each 100 lbs. of meat in addition to the seasoning given above.

It is well to hang the sausage that is to be smoked in the cooler over night at a temperature of 36 to 40 degs. The following morning it should be hung in natural temperatures for about two hours to dry off before smoking.

Carry in the smokehouse in a slow cold smoke, at 100 to 110 degs. for about four to five hours. This product does not require a heavy smoked color.

After smoking, it should be hung in the storage cooler around 48 to 50 degs. for several hours and allowed to thoroughly cool off before packing. This product should not be packed in anticipation of orders and held for some time. It should be manufactured as needed to fill orders and packed just prior to shipment or delivery.

A product known as "smoked country sausage" is sometimes made of both beef and pork, using 75 per cent reasonably lean pork trimmings and 25 per cent finely chopped boneless chuck. The chucks should be ground and chopped the day previous, using just enough salt and crushed ice to carry

the meat, and adding 2 oz. of saltpeter per 100 lbs. of fresh beef. Then carefully spread the meat and allow it to chill over night in the cooler. The following morning mix the chilled chopped beef with the freshly ground pork trimmings and add the proper proportion of seasoning.

The handling from this point on is the same as that for the all pork product.

Refining Cotton Oil

Can the same materials be used in refining cottonseed oil as are used in refining lard? A Mexican inquirer writes regarding this as follows:

Editor The National Provisioner:

In The National Provisioner of December 12 we read regarding the use of diatomaceous earth and carbon to refine lard. Can these materials be used to refine cottonseed oil in the place of fuller's earth? If so, what quantity is required?

Diatomaceous earth and activated carbon can be used in refining cottonseed oil, but at the present time it is felt that the most satisfactory results can be obtained through the use of a good grade of fuller's earth and activated carbon.

The quantities recommended for use are 1 to 1½ per cent of fuller's earth and about 1/10 to ¼ per cent of activated carbon.

Do you use this page to get your questions answered?

Modern Catch Basins

Catch basins will earn their way and pay a profit—when they are operated properly. When neglected they may become a nuisance and a source of considerable loss.

For best results catch basins must be skinned frequently and kept in a clean, sanitary condition.

Taking care of the old-style catch basin is a dirty, disagreeable job. Neglect of the catch basin results in greases high in free fatty acids going into the rendering tank. This affects color and quality of an entire rendering.

The way to do a disagreeable job efficiently is to eliminate the disagreeable features.

New-style catch basins can be skinned easily and quickly without the workman so much as soiling his hands. All grease is recovered and cleaning is a simple task.

For complete description of a modern catch basin with construction drawings, fill out and mail the attached coupon and 5c in stamps.

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me reprint on "Modern Catch Basins."

Name

Street

City

Enclosed find 5c in stamps.

Average Beef Yields

Yield is always an important factor in the sale of carcass meats. An Eastern packer writes:

Editor The National Provisioner:

We would like to know what percentage the different cuts of beef are to the dressed carcass, and would also like to know the percentage loss between live and dressed weight.

Retail cuts from loins, ribs and rounds of beef are in the greatest demand, consequently the value of a beef carcass is influenced by the relative proportion of meat in these cuts compared to the rest of the carcass. The percentage weight of such cuts in the better grades of beef is proportionately higher than in beef of lower grade. In the lower grades the percentage yields of the less expensive cuts is relatively larger.

The following yields of cuts from a good beef carcass are given as the result of averages on large numbers of animals:

The hindquarter constitutes 48 per cent of the carcass and the forequarter 52 per cent. From this, the cuts will yield as follows:

From the hindquarter:

	Per cent.	Per cent.
Round and rump		24.0
Hind shank	4	
Buttock	15	
Rump	5	
Full loin, including suet		20.5
Loin end	7.0	
Short loin	10.5	
Kidney knob	3.0	
Flank		3.5
Forequarter:		
Rib		9.5
Chuck		22.0
Trimmed chuck	17.0	
Neck	5.0	
Fore shank		5.5
Brisket		6.5
Plate		8.5

As to the percentage loss between live and dressed weight, this depends upon the animal. The dressing percentage of steers is approximately as follows:

Choice steers	59 to 62 per cent
Good steers	58 to 61
Medium steers	about 55
Common steers	about 53

The heavier the steer the higher his relative dressing percentage. Thus a choice 800 lb. steer would dress about 59 per cent, while a choice 1,400 lb. steer would dress around 62 per cent.

These figures are only average and there would be considerable range within each grade.

Dressing percentage of cows is less than that for steers, while bulls will dress around 53 to 56 per cent.

Chilling Hogs

A Canadian packer asks regarding the best methods of chilling hogs. He says:

Editor The National Provisioner:

Will you kindly advise me what you consider the proper procedure for the chilling of hogs? What should their temperature be before cutting? How long should they be held at this temperature before being cut? How many degrees should they be brought down per hour from the time they are put into the cooler? Also any other information which you think would be of assistance to me.

It is now regarded as desirable to chill hogs in from 18 to 24 hours in day-to-day operation. This is done by providing a rapid air circulation combined with adequate means for chilling the air and condensing the moisture. Coolers should be equipped for quick chilling, as the old method of slow chilling offers too much opportunity for spoilage.

To secure best results, the hogs should be graded as they are brought from the killing floor and all hogs of the same grade should be run on the same rail. This permits hogs of the same grade to be cut at the same time. The heavier hogs should be placed on the cold side of the cooler, the medium weights next and the lighter weights on the warm side. This can be done only where the rails are parallel with the spray deck. Heavier hogs are spaced wider apart than the light hogs, an average of about 15 in. being allowed, 12 in. between light hogs and 15 in. between heavy weights.

It is good practice to bring the temperature of the cooler down as low as possible when the hogs are run in and keep this temperature as near 30 degs. F. as possible until the hogs are chilled. Hot hogs can stand very cold air without danger. If the temperature of the cooler is 30 degs., there will be rapid withdrawal of heat from the surface of the carcasses. It is desirable to lower the surface temperature of the hog as quickly as possible to 32 degs. F. and maintain it at that low temperature until a bone temperature of 32 to 36 degs. F. is obtained.

As soon as the hogs are thoroughly chilled they are ready to cut. Usually this is the next day.

The inquirer asks how many degrees per hour the hogs should be brought down from the time they are put into the cooler. When chilling was believed to require 48 to 72 hours, the practice was to have the cooler temperature low when the hot hogs were run in and after the normal rise following loading, the temperature was brought down at a rate not to exceed 2 degs. per hour. This theory has been exploded, as it has been proven that hogs can not be chilled too quickly, provided the carcass is not actually frosted.

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

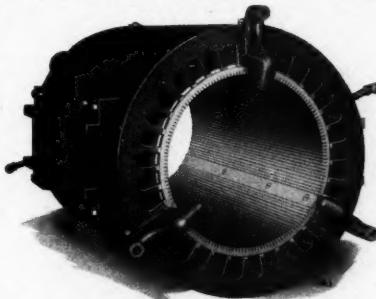
MODERN RENDERING METHODS.

(Continued from page 27.)

The cage press is designed to discharge at the top. The crackling cake is forced out at the top of the cage by the rising of the main cylinder ram. When all cake is discharged the ram is in the proper position in the cage for refilling, thus reducing labor and time required for operation.

Heavy construction characterizes the press. It consists of a steel cylinder, with flange type brackets cast as a part of the cylinder body, resting directly on the floor or foundation. Cylinder is fitted with a turned, ground and polished chilled iron ram, with a removable gland at the top accessible for replacement of the ram packing when required.

Two forged square steel columns, with forged steel column nuts, all exposed above the floor line and accessible, a heavy head block designed for filling through the head, if desired, and large swivel type two-piece entering heads



FLOATING CAGE.

A feature is the large drainage area. A steam jacket keeps the product hot while it is being pressed.

fitted with roller bearings mounted on the columns, easily closed or opened by the operator by hand for filling, discharging, and pressing the product are features of the press.

Entering heads close top of cage for pressing product after the cage is filled. Stops are provided in connection with the entering head, to hold the cage in position for discharging cake at top of the cage after pressing.

Both oil dish and cake are steam jacketed. The oil dish is fitted with a pipe connection for carrying away the grease as it flows from the cage. Mounted on brackets, cast to the cylinder, one on each side, are two small hydraulic lifting cylinders which operate independent from the main cylinder and quickly lift up the cage when filled, compressing the material in the

cage. Thus the cage can be filled with additional material.

The cage is of the floating type and the pressure on the material is uniform throughout. The design of the outer shell of the cage is one piece alloy steel casting, with large drainage slots for the oil or grease between the ribs on the inside of the cage shell. This design prevents grease from squirting out of cage into the room and facilitates cleaning. In this cage are mounted the patented side wall drainage plates, with large drainage area.

Side wall plates are non-clogging, it is claimed, and the cage is easy to keep clean. All grease rapidly runs away as pressed out through the side wall drain plates, into the drainage grooves between the ribs of the fully enclosed cage. The cage is steam jacketed, covered with asbestos, with a sheet steel outside covering so that the material in the cage is kept hot under pressure.

The French company also builds a full line of belt and motor driven, two throw, two or four plunger pumps, four throw, four plunger pumps, and triplex hydraulic power pumps, for all kinds of hydraulic service.

The French Oil Mill Machinery Co. has a modern plant employing approximately three hundred men at normal periods, with a large machine shop well equipped with modern machine tools; electric traveling economical crane service for handling heavy parts; foundry in which all semi-alloyed steel castings are made, and a modern assembly plant for erecting and testing, in which all the machines are fully assembled and tested before shipping.

Testing for Individual Needs.

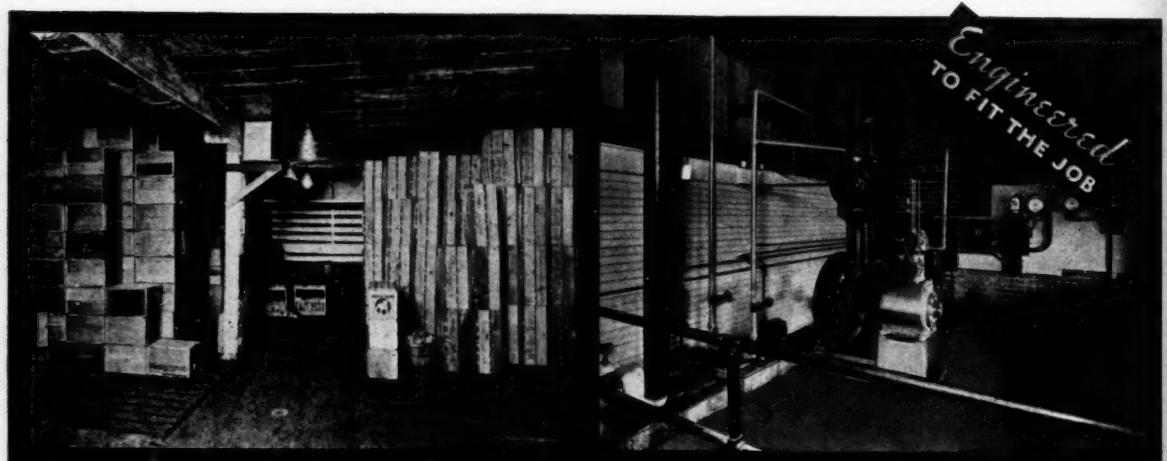
In addition to this equipment they have a modern office building, with general offices and executive offices on the first floor, and an engineering department and laboratory on the second floor; a power plant of modern design, for furnishing the power and steam necessary for operating the entire plant; a pattern shop and large stock room wherein all parts in the rough, in process of manufacturing, or finished, are carefully checked and accounted for in connection with a perpetual inventory system, which facilitates the quick handling of orders for their customers, when required.

The company operates an experimental department, wherein all kinds of products from which oils or grease can be pressed, are carefully tested and new ideas in design of machines are tried out before being adopted. In this working laboratory, equipped with experimental cookers and presses, they can work out the renderer's individual problems and demonstrate what his material will do under actual operating conditions. Tests can be made in cooking in temperatures from 0 to 300 pounds internal pressure, and on the press pressures up to 1,500 tons; thus giving the renderer expert data as to results he can expect to receive from his equipment when properly operated.

The company also operates a general store for its employees, with modern mechanically refrigerated meat market and fresh vegetable counters; a complete line of high grade groceries and general merchandise items, all sold for the benefit of their employees at moderate prices.

DOUBLES REFRIGERATION — CUTS COSTS ONE-THIRD

Mr. Joe Barish, of Barish & Webberman Produce Co., Dallas, Texas, writes ". . . we are not only getting about twice the amount of refrigeration, but also far more efficient refrigeration at about two-thirds of what we were paying. . ." He adds, "The vaults are giving excellent results . . . each calls for a different and sometimes a varying degree of temperature, but we are experiencing no difficulty in obtaining the temperature desired. . . Our machine . . . responds promptly to whatever demands are made upon it. . ." • Automatic multi-temperature control is just one of many exclusive features in Lipman machines. These fine qualities, in every Lipman installation, are extended to the entire refrigeration system which is *Engineered-to-fit-the-job*. Refrigeration costs inevitably run low. • Send for the complete facts about Lipman automatic refrigeration—also our "ABC's of Electrical Refrigeration." The coupon will bring both.



Left: One of Barish & Webberman's six storage rooms. Right: The Lipman installation at Barish & Webberman's.

LIPMAN

AUTOMATIC REFRIGERATION

SEND

GENERAL REFRIGERATION SALES COMPANY
615 Seventh Street Rockford, Illinois

I am interested in Lipman Automatic Refrigeration. Send your "ABC's of Electrical Refrigeration" to:

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ADDRESS _____

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Refrigeration and Frozen Foods

Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

REFRIGERATION SAFETY.

Assuming that all refrigerating plants are properly designed and constructed, they are still inherently dangerous as long as they operate under pressure and employ any of the known, common refrigerants. All refrigerants are suffocating; some present the further hazard of being toxic, flammable or explosive.

To treat refrigeration safety properly, said George B. Bright, in an address made at the recent meeting of the National Safety Council, refrigerating systems should be considered according to their use, in three distinct classes as follows:

1.—Industrial refrigerating plants, such as cold storage, meat packing, ice cream, dairy, chemical and other plants.

2.—Commercial refrigerating or air conditioning plants, used in commercial or business places, such as meat markets, stores, hotels, office buildings, restaurants, and other places occupied by similar commercial enterprises.

3.—Domestic systems assembled or installed in a single residence, duplex or apartment dwelling.

Refrigerating plants in the industrial group, while some of them contain many thousand pounds of refrigerant, do not present a public hazard, being in charge of a skilled operator. Most plants are so located that they are not hazardous to the public.

A careful checkup of 54 accidents reported in a number of ice plants reveals that only one accident was caused by reason of the refrigerant. In that case the operator opened wide an oil drain valve and was burned by the ammonia before he could close it. This was purely neglect on the part of the operator by carelessly opening a valve, wide open, on a system under pressure.

Most of the accidents in the large industrial system that have come to notice in recent years have been due entirely to careless use of equipment. A brine cooler in Detroit blew up when filled with liquid, and the inlet and outlet valves were closed; also the stop-valve between the pop-safety valve was closed.

In another case, there was discharged from a plant a large quantity of ammonia that drove the people out of buildings half a block away. In this case a discharge line of light weight broke. Nothing would have happened beyond the plant if the bypass on check valves had not been left open. Several thousand pounds of ammonia were lost.

Two other places reported accidents due to stop valves being closed and pressure not being relieved through the safety valve. The A. S. R. E. safety code provides that no stop valve will be

permitted between pressure vessels and safety valve.

Commercial refrigerating units are largely designed around the idea of getting light, flexible equipment, which seems to have been somewhat at the expense of safety in some cases. Some manufacturers are not attempting to build equipment as safe as it could be, and there can be no safe practice in the operation of equipment that is not safe from a design standpoint.

Some suggestions for safe practice in the operation and maintenance of commercial refrigerating systems follow:

1.—The person in charge of the system should become familiar with the system and the various parts.

2.—The suction and discharge pressure should be observed frequently during the day. Where systems do not have pressure gauges, suction and discharge conditions can be observed by placing the hand on the pipes.

3.—Where systems are manually operated, the operator should be sure to follow instructions for stopping and starting. If it is automatic he should not tamper with controls.

4.—Sharp instruments should not be used in removing frost or ice from the low side. Many evaporators or low sides are made of thin copper tubing easily punctured.

5.—Familiarity with the location of service men or fire department authorities should exist, in order to be prepared in the event of a leak.

TALK AIR CONDITIONING.

New methods of air conditioning and space cooling will receive special attention at the 27th annual meeting of the American Society of Refrigerating Engineers, which opens Monday, January 25, in Cleveland, O. This meeting is a joint session with the American Society of Heating and Ventilating Engineers, occurring the same week as the second International Heating and Ventilating Exposition in Cleveland. Many leading manufacturers of refrigeration, air conditioning and heating and ventilating machinery and equipment will be exhibiting at the exposition, and programs scheduled reflect the present importance and future possibilities of these industries.

QUICK-FREEZING MEAT TESTS.

After the last meat packers' convention in New York City a number of packers interested in quick-freezing witnessed several demonstrations of the "Z" process of "fog freezing" in the plant in New York City. One packer sent to the plant several pork bellies weighing about 12 pounds each, which took two hours in direct contact with the brine fog at a temperature of minus 5° F. Other packinghouse officials witnessed the quick-freezing of offal, mainly sweetbreads, brains, tongues, livers and kidneys packed in carton containers. Some of the samples were exhibited to packers' salesmen, who found them excellent in quality and excellent for the retail trade as "chilled fresh" products.

FREEZING FRUIT JUICES.

Some interesting results in freezing fruit juices have been obtained recently in a series of experiments by E. M. Chase and H. D. Poore, of the U. S. Bureau of Chemistry and Soils. For this work a large freezer was constructed which is completely surrounded by solid carbon dioxide bunkers in such a way that the alcohol, used in place of the calcium chloride brine, can be maintained at a temperature below —80 degs. Fahr.

A preliminary report of the experiments gave results on freezing orange juice. The juice was satisfactorily frozen in 8-oz. open cans at a temperature of —50 degs. Fahr. in less than 30 minutes. The product obtained was smooth grained and uniform. There was no apparent tendency for the ice crystals to separate near the sides. These cakes were removed from the tins by dipping for a few minutes in warm water. They were then wrapped in paper and placed in storage in a temperature of 0 degs. Fahr.

While the juice as produced was excellent in quality it deteriorated in storage. This deterioration was marked on the surfaces of the cakes and proceeded toward the center during the storage period, until finally the whole cake was unsatisfactory in aroma, flavor and appearance. At the end of six months, the juice from all parts of the cake was objectionable in flavor. In all probabilities, therefore, it will be necessary to keep frozen citrus products out of contact with air, the report states.

The juice of Washington navel oranges often turns bitter within a few hours after it has been taken from the fruit. A quantity of such juice, when frozen in 7-oz. open tins at temperatures below —10 degs. Fahr. in fifteen minutes or less, did not develop the bitter flavor while frozen. However, after being defrosted and allowed to stand in the open at room temperature for four hours, the characteristic bitter taste developed. When allowed to defrost in a cool storage chamber with a temperature of 45 degs. Fahr., the presence of the bitter flavor was not observed until the third day. The same juice not frozen and allowed to stand at room temperature developed the bitter flavor in about four hours.

Several fruit juices were frozen in open crown cap bottles of 4 and 5 oz. capacities. These bottles were capped immediately after freezing. Both vacuum and carbon dioxide were used to remove dissolved gases from the juices, and the head space in some of the bottles was filled with carbon dioxide. In later experiments the bottles were closed before freezing. Lots were placed in cold storage at 7 degs. Fahr. and after 377 to 392 days were defrosted at room temperatures. The aroma and flavor of most of the products were fairly satisfactory. The juice of the Washington navel oranges was slightly bitter, but to an extent that probably would not have been observed by the ordinary consumer.

In order to test the keeping quality

A Page for the Packer Salesman

Helping Retailers

Builds Good Will and Increases Sales Volume

The packer salesman can sell only what his customers are able to move out of their stores.

When the salesman helps the retailer to adopt better methods, improve the attractiveness of his store, build sales-producing displays and sell more product, he does constructive work that is reflected directly in his sales reports.

Many packer salesmen, one of the clan thinks, might profitably fit themselves to render more helpful service to their customers. He says:

Editor THE NATIONAL PROVISIONER:

"The packer salesman who realizes that his main job is to give helpful service rather than to get big orders will find that his sales record improves in direct proportion to his improving sense of service."

A recent sales bulletin from our sales manager started out with this quotation. It contains much truth, I believe, and is worthy of study and consideration by all packer salesmen. Every salesman can build a better business on his route if he is looked on by his customers as being a helpful service-rendering salesman.

I can appreciate these facts a little better, perhaps, than can some salesmen, because I was in the retail meat business for ten years before I became a packer salesman. And during that time the salesmen who were of the most practical help to me got the greater portion of my business.

This was not entirely because of gratitude on my part. The salesmen who were the most help to me were those who were the best informed on retail meat merchandising methods, meat cuts, buying and selling. I had confidence in them because they knew what they were talking about. Their sales talks consisted of something more than superlatives about their firms, their service and their products. I could depend on what they told me; and this confidence was reflected in orders.

Retail Experience Valuable.

The fact that I went into meat selling with a fair knowledge of retail meat merchandising has been of as much practical use to me in my new work as any other qualification I may possess. It has enabled me to gain the confidence of my customers, to be of



practical help to them, to advise them intelligently and to work with them effectively to increase their volume and their profits. And such help as I have been able to render has enabled me to get closer to them than I probably could have gotten in any other way.

Leadership in meat selling is required today more than ever before. The meat salesman who can be the leader in helping retailers in his territory to be more successful will have no difficulty in getting more than his share of the business.

To be a leader in service requires more than casual observation of what the most successful retailers are doing and passing on the information. There must be constant study of retail merchandising methods, the firm's products and the price list and the ability to fit proved merchandising methods into particular conditions.

A Resolution for 1932.

And there also must be the willingness to help in numerous smaller ways. The average packer salesman can do much more along this line. He usually thinks he is too busy. His main thought when he enters a store is to get the order as quickly as possible and on his way.

He never should be too busy to spend time to build good will. It does not take long to point out to a customer that a growing repeat business can be built on dependable quality merchandise or to help him with his Saturday specials or other detail.

One of the most profitable resolutions the packer salesman can make for the coming year is to give the customers helpful service and to take a more sincere interest in their progress.

Yours truly,
PACKER SALESMAN.

Do you want to help your retail customers improve their bookkeeping methods? Write THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

A LAUGH AND A LESSON.

A depression statement which provides both a laugh and a lesson was presented to his salesmen recently by a wholesale grocer. The lesson is just as applicable to packer salesmen as to men handling groceries. The statement follows:

"I have felt that not another word regarding business conditions should be passed on to you salesmen, but it may be beneficial for you to read the following:

It is a gloomy moment in history. Not for many years, not in the lifetime of most men who read this, has there been so much grave and deep apprehension. In our own country there is universal commercial prostration, and thousands of our poorest fellow citizens are turned out against the approaching winter without employment.

In France, the political caldron seethes and bubbles with uncertainty. Russia hangs like a cloud, dark and silent, upon the horizon of Europe; while all the energies, resources, and influences of the British Empire are sorely tried, and yet to be tried more sorely, in coping with the vast and deadly Indian situation, and with disturbed relations in China.

Of our own troubles, no man can see the end. If we are only to lose money, and thus by painful poverty to be taught wisdom, no man need seriously despair. Yet the very haste to be rich, which is the occasion of this widespread calamity, has also tended to destroy the moral forces with which we are to resist and subdue the calamity.

"There's a laugh and a lesson in the above. The laugh lies in the fact that the lament was written 74 years ago. It was printed in Harper's Weekly, October 10, 1857. History does repeat itself! The world didn't come to an end in the depression of 1859. Conditions improved, and the world went on to a 74-year period that witnessed the greatest advancement in all history. The present depression will end, and the world will go on to another 75-year period of progress.

"The gauge of your success for the remainder of this year and next year is in your mental attitude. This applies to every one of us, whether we be salesman, office employe, or whatnot.

"Mental attitude spells success or failure for you and our business. If you are on the defensive, agreeing with the mourners that 'it can't be done,' why knock the 't' out of can't and make it can. If your mental attitude on collections is that draggy accounts will build you business, why your mental attitude is wrong! Get right and get those accounts in shape right now."

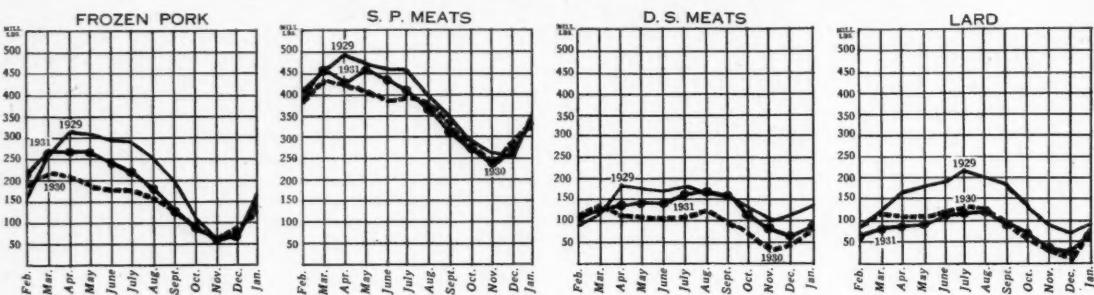
AIN'T IT THE TRUTH?

The Modern Sausage Co., Salt Lake, Utah, uses the following verse on its business cards:

There never was a product made,
(This truth you must confess)
But what some bird can't make it worse,
And sell his junk for less!

STORAGE STOCKS OF PORK AND LARD

IN THE UNITED STATES—U. S. GOVERNMENT REPORT



THE NATIONAL PROVISIONER CHART SERVICE—COPYRIGHT 1929 BY THE NATIONAL PROVISIONER, INC.

This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of storage stocks of pork and lard during 1931, compared with the trends of 1930 and 1929.

Stocks of meats and lard on hand January 1, 1932, are slightly higher than those of a year ago, but compare favorably with the five-year-average on January 1. The heavy runs of hogs through November and December, indicating that a larger proportion of the crop has been marketed in these months than is usual, has necessitated sending large quantities of product to the freezer to be held for future cure.

The slowed up buying power of the public has been a further influence, also the heavy consumption of poultry throughout the holiday season and the unusually warm weather prevailing in consuming centers. In normal years the marketing of hogs is not quite so heavy during the period of maximum poultry consumption, but during the past month hog runs were not only heavier but the same situation prevailed in receipts of beef and lamb, much of which moved at price levels offering sharp competition to many pork cuts, both fresh and cured.

Frozen pork stocks increased over 42,000,000 lbs. during the month, the quantity of product being sent to the freezer during December exceeding that of December a year ago by 36,000,000 lbs. While stocks are higher than the five-year-average, they are below those of 1929.

Pickled meat stocks also increased materially during the month. However, the year closed with stocks of this class of meat practically the same as those of one and two years ago. The quantity of meat placed in pickle cure during the month exceeded that of December, 1930, by some 26,000,000 lbs.

Lard Stocks Lower.

Stock of dry salt meats, while above those of a year ago, are well below those of two years ago. Only about 4,000,000 lbs. more went to cure during December than in the same month of 1930. The fact that a comparatively small percentage of the hogs marketed fell into the class producing dry salt meats had a tendency to keep these stocks at lower levels.

While lard stocks recorded an increase for December they are under

those of a year ago and well under the five-year-average. Consignments of lard during the month to foreign ports were heavy and domestic consumption of the product was good at the low price levels prevailing.

A broad trade in practically all products which developed right after the first of the year, and especially on pickled regular and skinned hams and pickled picnics, made considerable demands on the stocks on hand.

Hog runs have continued large, exceeding those of a year ago but being under those of two years ago. Should runs drop off, demand for product on hand will be strong at improved prices, but it is important that prices do not move to levels which have a tendency to turn buyers not only to other meats but to other foods.

STOCKS IN COLD STORAGE.

The figures for storage stocks on which the chart on this page is based are as follows:

	Frozen	S. P.	D. S.	Lard.
Lbs. (600 omitted)	pork.	pork.	pork.	Lard.
Jan.	145,078	368,126	107,782	82,098
Feb.	178,766	392,568	115,653	92,676
Mar.	217,942	443,582	123,740	111,914
Apr.	206,417	430,928	115,653	105,067
May	189,692	411,705	110,303	104,905
June	176,593	392,405	109,913	115,270
July	174,347	386,506	108,230	120,957
Aug.	157,842	319,908	114,477	118,923
Sept.	124,648	328,074	97,245	88,968
Oct.	92,305	283,979	71,435	59,732
Nov.	64,277	249,485	43,194	36,211
Dec.	77,158	285,524	45,573	31,189

1931.

	Frozen	S. P.	D. S.	Lard.
Lbs. (600 omitted)	pork.	pork.	pork.	Lard.
Jan.	122,994	328,010	70,188	51,434
Feb.	215,599	397,042	107,817	62,850
Mar.	271,088	453,042	126,278	74,977
Apr.	269,599	432,606	141,244	78,456
May	205,876	453,500	148,179	94,897
June	215,766	403,886	156,476	115,873
July	181,214	365,235	163,360	122,239
Aug.	129,571	311,985	153,507	96,047
Sept.	81,559	277,148	116,180	69,296
Oct.	53,310	246,940	79,496	39,641
Nov.	53,456	247,988	79,453	39,766
Dec.	69,237	264,306	68,121	34,824

1932.

	Frozen	S. P.	D. S.	Lard.
Lbs. (600 omitted)	pork.	pork.	pork.	Lard.
Jan.	141,468	333,018	84,916	50,818

DANISH BACON EXPORTS.

Exports of Danish bacon for the week ended January 9, 1932, amounted to 7,211 metric tons, compared with 6,669 metric tons last week, and 6,349 metric tons for the same period last year.

PORK AND LARD PRICES.

Average wholesale prices fresh and cured pork products, lard and compound at New York and Chicago for December, 1931, with comparisons, are reported by the U. S. Bureau of Agricultural Economics as follows:

	New York	Chicago	
	Dec.	Dec.	Dec.
	1931.	1930.	1931.
FRESH PORK CUTS.			
Hams, Regular, No. 1.			
10-14 lb. av.	\$11.32	\$21.58	\$8.08
Loins.			
8-10 lb. av.	19.22	18.50	9.05
10-12 lb. av.	10.17	18.01	8.95
12-15 lb. av.	9.55	16.88	8.52
16-22 lb. av.	8.63	15.64	7.61
Shoulders, N. Y. Style, Skr., No. 1.			
8-12 lb. av.	8.62	15.01	6.83
CURED PORK CUTS, LARD AND LARD SUBSTITUTES.			
Hams, Smoked, Regular No. 1.			
8-10 lb. av.	16.61	25.21	16.90
10-12 lb. av.	16.04	24.33	15.90
12-14 lb. av.	15.55	24.07	14.80
14-16 lb. av.	15.49	23.10	13.70
Hams, Smoked, Skinned, No. 1.			
16-18 lb. av.	16.05	26.11	15.90
18-20 lb. av.	15.54	25.11	14.70
Hams, Smoked, Skinned, No. 2.			
18-18 lb. av.	14.00	22.08	14.40
18-20 lb. av.	13.00	21.15	13.10
Bacon, Smoked, No. 1 (Dry Cure).			
6-8 lb. av.	19.50	31.34	17.50
8-10 lb. av.	19.29	30.42	16.50
Bacon, Smoked, No. 1 (S. P. Cure).			
8-10 lb. av.	13.00	22.97	14.30
10-12 lb. av.	12.75	22.52	12.80
Picnics, Smo., No. 1.			
4-8 lb. av.	9.48	16.25	9.40
Fat Backs, D. S. Cured, No. 1.			
12-14 lb. lb. av.	7.70	14.42	6.65
Lard, Ref. Hardwood			
Tubs.			
Lard, Ref., 1-lb.			
Hardwood Tubs ..	8.19	12.40	7.65
Lard, Ref., 1-lb.	7.46	11.50	7.70
Cartons ..	8.92	13.60	7.90

PANAMA MEAT IMPORT DUTIES.

Substantial increases in the import duty on meats of all kinds, butter and butter substitutes, edible oils and fats and certain other food products imported into Panama will become effective April 1, 1932. These duties will be in addition to the ad valorem duties on the above products and in other cases will substantially increase the rates of import duty. The declared purpose is for the protection of home industries and increasing revenue.

Provision and Lard Markets

WEEKLY REVIEW

Market Active—Prices Barely Steady
—Hog Run Large—Hogs Easier—
Cash Trade Fair—Sentiment More
Divided.

Hog products experienced a fairly active trade the past week. This, and an irregular price movement created a barely steady tone, but lard, after dipping into new low ground for the season under persistent hedging pressure and a rather liberal hog run, recovered somewhat as pressure from packing interests subsided with shorts covering. The latter was the result of a better feeling in outside markets and the prospects of constructive developments at Washington in the near future.

A letup in the large hog run was a helpful feature, and with cash trade fair, served to bring about a more mixed sentiment. The hog market, on the whole, was somewhat easier.

Commission house investment buying in lard continued in evidence, but demand was not extensive. The fact that January lard dipped under the 5c level appeared to have brought about more of a realization of the low price level prevailing.

Lard prices were influenced to some extent by disappointing cottonoil consumption and an increase in the visible supply of oil.

The fact that pure lard was 1@1½ lb. cheaper than shortening was freely discussed in trade circles, and the belief is rather general that lard distribution is going on to some extent at the expense of compound. There is also the likelihood that the latter would continue until a more normal price spread existed between the two commodities.

Lard Exports Heavier.

Developments in the financial markets, which had been a factor in the price decline in hog products, were distinctly more encouraging this week and appeared to have accounted for some of the buying in lard. A rather liberal outward lard movement also attracted some attention. However, renewed political complications in France and Germany made for more or less apprehension as to foreign trade even though some were encouraged by betterment in sterling exchange of late.

Official exports of lard for the week ended January 2, 1932, were placed at 12,630,000 lbs., against 5,577,000 lbs. the same week last year. It is rather interesting to note that 3,904,000 lbs. went to Germany, 5,694,000 lbs. to the United Kingdom, and 1,293,000 lbs. to the Netherlands. The balance was scattered. Exports of hams and shoulders, including Wiltshires, for the week, 155,000 lbs., against 523,000 lbs. last year; bacon, including Cumbelands, 762,000 lbs., against 1,815,000 lbs.; pickled pork, 34,000 lbs., against 125,000 lbs.

Receipts of hogs at the leading western packing points last week were 760,400 head, against 521,700 head the previous week, and 781,200 the same week last year. Although the run was large for the week, the total was slightly

under a year ago. It was noted that the run this week was behind that of the same time last year.

Production of Lard Up.

Average weight of hogs received at Chicago last week was 226 lbs., against 224 lbs. the previous week, 232 lbs. a year ago and 231 lbs. two years ago. Average hog price at Chicago at the beginning of this week was 4.05c, compared with 4.15c a week ago, 7.70c a year ago, and 9.40c two years ago.

Some improvement in cash meat trade followed the year-end holiday, but freakish weather prevailed over the country, particularly in the East. This condition appeared to have kept down demands somewhat. The development of more wintry weather conditions in the Northwest this week, with the prospect of the lower temperatures overspreading the country, it was calculated, would serve to bring about a better demand for pork products generally.

Production of lard in November, 1931, was officially placed at 125,859,000 lbs., compared with 119,355,000 lbs. in 1930 and a five-year November average of 124,638,000 lbs. Number of swine slaughtered under federal inspection during November was 4,205,107, com-

pared with 4,014,623 in November, 1930. The average cost of swine during November was 4.56c, against 5.03c in October and 8.52c in November, 1930. Average yield of swine in November was 74.58 per cent, against 74.14 per cent in October, and 75.18 per cent in November, 1930. Average light weight during November was 216.33 lbs., compared with 219.36 lbs. in October, and 220.55 lbs. in November, 1930.

PORK—Demand was fair, and the market was firmer, mess at New York was quoted at \$16.75; family, \$18.75; fat backs, \$14.75@17.75.

LARD—Domestic demand was fair, but export interest was reported quiet. At New York, prime western was quoted at \$5.65@5.75; middle western, \$5.50@5.60; New York City tierces, 5½c; tubs, 5½@5¾c; refined continent, 5¾c; South America, 6½c; Brazil kegs, 6¾c; compound, car lots, 6@6½c; smaller lots, 6¾c. At Chicago, regular lard in round lots was quoted at January price; loose lard, 6c under January; leaf lard, 77½c under January.

BEEF—Demand was fair, and the market in the East was firm. Mess at New York was nominal; packet, nominal; family, \$16.00@17.50; extra India mess, nominal; No. 1 canned corned

Hogs Show Better Cut-Out Values

Large receipts of hogs and warm weather in consuming centers had a depressing effect on the market, and toward the close of the week the average price of hogs at Chicago dropped to the lowest point since 1899.

While receipts at the eleven principal markets were below those of a year ago, they were higher than receipts of the previous week and for the same period two years ago.

About half of the hogs received at Chicago have averaged 250 lbs. and down. The quality has been good although there have been times when a considerable number of unfinished light hogs have appeared in the runs.

Storage stocks reports as of January

1, 1932, indicated considerably increased holdings of frozen pork, about 15 per cent over the stocks of a year ago. This is due in part to the heavy runs of hogs during the early part of the winter packing season and in part to slow consumptive demand.

During the week the cut-out value of hogs showed further improvement, cutting losses being well under \$1 per head for each of the four averages shown. It is very desirable that hogs should be cut without loss in view of the necessity of storing considerable quantities of product or of forcing it into consumptive channels at low price levels.

The following test, worked out on the basis of prices of live hogs and fresh meat values at Chicago during the first four days of the week, is offered as a guide to packers in working out their own tests in which local costs and credits are substituted.

	160 to 180 lbs.	180 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$1.11	\$1.03	\$1.01	\$.99
Picnics	.32	.28	.26	.24
Boston butts	.28	.28	.28	.28
Pork loins	.90	.79	.72	.64
Bellies, light	.77	.73	.36	.15
Bellies, heavy	..	..	.25	.48
Fat backs	..	.05	.16	.28
Plates and jowls	.65	.06	.06	.06
Raw leaf	.08	.08	.09	.09
P. S. lard, read. wt.	.58	.65	.53	.54
Spare ribs	.06	.05	.05	.05
Regular trimmings	.08	.08	.08	.08
Rough feet	.08	.08	.08	.08
Tails	.01	.01	.01	.01
Neck bones	.02	.02	.02	.02
Total cutting value (per 100 lbs. live weight)	\$4.29	\$4.14	\$3.96	\$3.97
Total cutting yield	66.60%	68.00%	70.00%	71.00%

Crediting edible and inedible offal to the above cutting values and deducting from these totals the cost of well-finished live hogs of the weights shown, plus all expenses, the following results are secured:

Loss per cwt.	\$.16	\$.25	\$.24	\$.06
Loss per hog	.27	.50	.57	.17

Automatic TEMPERATURE CONTROL

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Increase your profits and improve the quality of your product with Powers Automatic Temperature Control. Stop spoiled products and waste of steam due to overheating caused by errors of hand control. Write for bulletins.

40 Years of Specialization in Temperature Control

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ALSO 41 OTHER CITIES



POWERS REGULATOR CO.

beef, \$2.00; No. 2, \$4.25; 6 lbs. South America, \$14.00; pickled beef tongues, \$65.00@68.00 per barrel.

See page 44 for later markets.

POLISH DUTIES INCREASED.

(Special Report to The National Provisioner.)

Hamburg, Jan. 4.

Further increases have been made by the Polish government in the import duties on certain fats and fat meats. On November 20, 1931, duties were increased as follows:

Salted fat backs	160 zloty
Smoked fat backs	240
Lard	200
Margarine	200

per 100 kilograms. The full exchange value of the zloty is 11½c.

An increase had already taken place in the spring of 1930. These high duties have a prohibitive effect on the import of these products. A duty of \$½ per lb. makes the import of American lard impossible. The purpose is to favor domestic hog production by these high duties.

Export of live hogs to neighboring countries is meeting with growing difficulties and consequently there is an effort to enlarge the manufacture of domestic bacon and lard. In fact, the import of these articles has ceased almost completely.

During the first nine months of 1931 there were imported into Poland only 18 tons of lard and 4 cwt. of fat backs, while in the previous years there was still a considerable quantity of these fats imported. In 1930 lard imports totaled 12,043 tons and fat backs 1,779 tons. In 1929 lard imports totaled 15,941 tons and fat backs 3,867 tons. The bulk of this product came from the United States with some from Holland.

CONTINENTAL MARKETS.

(Special Report to The National Provisioner.)

Hamburg, January 4, 1932.

Receipts of lard at Hamburg from December 28 to January 2 totaled 2,321 tons, of which 2,269 came from the United States and 52 tons from Denmark. American lard was offered at \$16 to \$17½ by the larger packers and dealers offered at \$15½ to \$16½.

Lard.

German market.—On December 29 packers lowered prices by 62½c and on December 30, once more by 87½c, presumably in an effort to accommodate prices to January quotations. But even this radical reduction did not animate the demand during the week, buyers apparently becoming shy at the sudden reductions. Moreover, arrivals from U. S. A. were ample. The bulk of the arrivals were not sold in advance as packers offered many consignments to the interior. Arrivals from Denmark were very small owing to restricted slaughtering. The market was very weak. German raw leaf was offered more plentifully and prices for German lard decreased.

Danish market.—In consequence of the restricted slaughtering receipts were small but still more than sufficient. Sellers were ready to accept bids.

Holland market.—In general, business in American lard was quiet. At the beginning of the week prompt shipment was offered at \$14½ to \$15. Stocks on hand were sufficient and were realized at about \$15½. Holland lard is totally neglected. Stocks are considerable and sellers are ready to accept bids. They quote \$14.

Other German Markets.

Fat backs.—Prices decreased in accordance with the declining lard quota-

tions in Chicago. Following are asking prices for 220 lbs. (100 kilogram) net, c.i.f. Hamburg, prompt shipment.

8/10	\$14½
10/12	15%
12/14	19
14/16	20%
16/18	21 ½
18/20	21%
20/25	22 ½

There was no demand from Germany, because Holland fat backs were offered much cheaper. Heavy averages were quoted at \$15.

Oleo oil.—The week closed with unchanged prices for extra oleo oil at \$18½, and for prime oleo oil \$17½.

Hog livers.—Market position unchanged.

Casings.

Export beef middles.—North American, 110, \$0.90. South American, 110, \$1.10.

Export beef rounds.—North American, 225, \$0.26; 200, \$0.28; 190, \$0.24; 140 sp. wide, \$0.48. South American, 210, 200, 225, \$0.45.

Domestic beef rounds.—North American, 180, \$0.18; 140, \$0.38. South American, 180/150, \$0.23.

Hog bungs.—North American, 400, p. piece, \$0.31; 550, p. piece, \$0.13; 600, p. piece, \$0.08½.

Danish original hog bungs, per piece, 0.28 Danish crowns.

Hog casings.—North American, narrow, per 100 yards, \$2.75; medium, per 100 yards, \$1.10; wide, per 100 yards, \$0.65.

Danish. — Narrow/middle-wide, per one meter, 0.03 Danish crowns.

Chitterlings.—per 10 m., 0.62. Hog bungs, ends, per piece, 0.05½.

Chinese hog casings.

Millimeter.	Yards.	Reichsmark.
26-28	27	1.70
28-30	27	1.50
30-32	27	1.25
32-34	27	0.95
over 34	27	0.60

DANISH HOG POPULATION UP.

An increase of 11.5 per cent in hogs is indicated by the final official returns of the Danish livestock census of July 15, 1931. Hog population reached the record figure of 5,435,000 head. This compares with 4,870,000 in 1930. The cattle population of Denmark numbered 3,197,000 compared with 3,057,000 in 1931.

CUT YOUR GRINDING COSTS

STEDMAN'S Type "A" Hammer Mills are especially adapted for the reduction of packinghouse by-products, fish scrap, etc. Their extreme sectional construction saves time in changing hammers and screens and in the daily clean-up which is required where edible products are reduced.

Min. sizes—6 to 100 H.P.—capacities 500 to 20,000 pounds per hour. Write for bulletin 804.

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Established 1872



Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—While the tallow market in the East held quiet and steady following the year-end holidays, a weaker tone materialized the past week. Some 300,000 lbs. of extra tallow sold f.o.b. New York sold at 2 1/4c, a decline of 1/4c from the previous business and within striking distance of the low of the downward movement. Producers, in order to move some stuff, apparently had to meet consumers' ideas.

The market again took on a quiet tone, but the undertone was barely steady. Buyers are still showing a tendency to back away from offerings. While sentiment was a little more mixed, owing to betterment in outside markets, soapers' materials generally were barely steady, and the market to some extent is believed to be suffering from a comparative slow trade in soaps.

At New York, special was quoted at 2 1/4c; extra, 2 1/4c f.o.b.; edible, 3 1/4c.

At Chicago, the prevailing low prices on tallow apparently failed to stimulate demand to any appreciable extent, as trade continued very quiet. Edible was quoted at 4c; fancy, 4c; prime packer, 3 1/4c; No. 1, 3c; No. 2, 2c.

There was no London tallow auction this week. At Liverpool, Argentine good beef tallow, January-February shipment, was unchanged for the week at 22s. Australian good mixed tallow at Liverpool, January-February shipment, was also unchanged at 23s 3d.

STEARINE—Demand in the East was quiet. Last business was reported at 5c for oleo, and the market called 5c nominal. At Chicago, trade was also quiet, and the market easier. Oleo was quoted at 4 1/4c.

OLEO OIL—Demand was moderate, but the market was fairly steady. Extra at New York was quoted 6 1/2c; medium, 6 1/2c; lower grades, 6c. At Chicago, trade was also moderate, and the market was about steady. Extra was quoted at 6c.

See page 44 for later markets.

LARD OIL—The market was rather quiet, but ruled steady in tone. Edible at New York was quoted at 11c; extra winter, 8c; extra, 7 1/4c; extra No. 1, 7 1/4c; No. 1, 7 1/4c; No. 2, 7c.

NEATSFOOT OIL—Demand was hand-to-mouth, but the market was fairly steady. Pure at New York was quoted at 9 1/2c; extra, 7 1/4c; No. 1, 7 1/4c; cold test, 18c.

GREASES—While no undue activity was noticeable in the grease markets in the East, there were some routine operations. However, the market was easier, being influenced by further weakness in tallow and an unsteady tone generally in soapers' materials. Demand failed to broaden materially on the decline, giving the market an unsteady tone at the lower levels. Consumers apparently are experiencing a comparatively moderate demand for their supplies and also appear to have taken care of the bulk of their immediate requirements.

At New York, superior house was quoted at 2 1/2c; yellow and house,

2 1/4c; A white, 2 1/4c; B white, 2 1/4c; choice white, 3 1/4c nominal.

At Chicago, the low prices prevailing for greases following the turn of the year have not stimulated the demand to any extent. Trade continued quiet. A white at Chicago was quoted at 2 1/4c; B white, 2 1/4c; yellow, 2 1/4c; brown, 2c.

EASTERN FERTILIZER MARKETS. (Special Report to The National Provisioner.)

New York, Jan. 13, 1932.

This week, business has been close to a standstill as far as sales of such materials as blood, tankage, etc., are concerned. Prices are lower if anything in these two materials. Stocks of blood are higher.

The demand for other fertilizer materials is pretty much in carload lots for shipment as needed.

Foreign materials are offered freely at prices which seem to gradually work lower. Nitrogenous material is offered for shipment at \$1.35 per unit c.i.f., although one or two sales were made under this price.

MEXICAN MEAT IMPORT RULING.

A presidential decree has been issued at Mexico, effective October 21, 1931, providing that a tariff of 1 peso per 100 kilos be assessed on ham, bacon, and other meats in casings; on lard, pure and compound, and on conserved meats, for the sanitary inspection of these products imported into or exported from Mexico. Inspection is to be made by veterinarians of the ministry of agriculture at the port of entry, according to a U. S. Department of Commerce report.

CHICAGO PROVISION STOCKS.

Stocks of meat and lard on hand in Chicago at the close of business January 14, 1932, as reported by the Chicago Board of Trade, are as follows:

	Jan. 14, 1932.	Dec. 31, 1931.	Jan. 14, 1931.
P. S. lard, made since Oct. 1, '31, lbs.	11,046,107	9,018,138	17,894,831
Other kinds of lard, lbs.	4,877,396	6,170,982	3,024,451
D. S. clear bellies, made since Oct. 1, '31, lbs.	9,286,801	7,970,966	8,693,236
D. S. clear bellies, made previous to Oct. 1, '31, lbs.	457,963	1,153,501	.....
D. S. rib bellies, made since Oct. 1, '31, lbs.	783,200	765,488	1,073,028
D. S. rib bellies, made previous to Oct. 1, '31, lbs.	57,246	146,807	.....
Extra short clear sides, made since Oct. 1, '31, lbs.	58,518	43,700	35,824
Extra short clear sides, made previous to Oct. 1, '31, lbs.	.....	36,000	.....

By-Products Markets

Chicago, Jan. 14, 1932.

Blood.

There is little trading and the market is about unchanged.

Unit Ammonia.

Ground and unground..... \$1.40@1.50n

Digestor Feed Tankage Materials.

Buyers are showing little interest. Material is quoted \$1.10@1.25 according to grade.

Unit Ammonia.

Unground, 11 1/2 to 12% ammonia..... \$1.10@1.25 & 10c

Unground, 8 to 8 1/2 ammonia..... 1.00@1.15 & 10c

Liquid stick..... 1.10n

Dry Rendered Tankage.

Cracklings continue in moderate demand. Offerings are light.

Hard pressed and exp. unground, per unit protein..... \$.35 @ .40

Soft prod. pork, ac. grease & quality, ton..... @20.50

Soft prod. beef, ac. grease & quality, ton..... @20.50

Packinghouse Feeds.

Product movement is small and trading seasonable.

Per Ton.

Digestor, tankage, meat meal..... \$ 30.00

Meat and bone scraps, 50%..... @30.00

Steam bone meal, special feeding, per ton..... @30.00

Fertilizer Materials.

Market is a little lower. Producers are offering at \$1.10 & 10c.

Unit Ammonia.

High grd. ground 10@12% am. @ \$1.00 & 10c

Low grd. and ungrd. 8 1/2% am. @ 1.00 & 10c

Bone tankage, ungrd., low gd., per ton..... 12.00@18.00

Hoof meal..... 1.15@ 1.25n

Bone Meals (Fertilizer Grades).

Market shows no change.

Bone meal for feeding..... \$20.00@25.00

Steam, ground, 3 & 50..... @20.00

Steam, unground, 3 & 50..... @18.00

Horns, Bones and Hoofs.

Per Ton.

Horns, according to grade..... \$30.00@150.00

Mfr. shin bones..... 65.00@120.00

Cattle hoofs..... 15.00@ 18.00

Junk bones..... @15.00n

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

The market continued very quiet. Buying interest is lacking.

Per Ton.

Kip stock..... \$20.00@22.00

Hide trimmings (new style)..... 6.00@ 6.00

Sinews, pizzles..... 10.00@12.00

Horn pits..... 25.50@24.00

Cattle jaws, skulls and knuckles..... 22.50@23.00

Calf stock..... 38.00@40.00

Hide trimmings (old style)..... 10.00@12.00

Pig skin scraps and trim, per lb. 2 1/2c

Animal Hair.

Market remains unchanged. Most winter hair has been contracted for.

Summer coil and field dried..... 1/4 @ 1c

Processed, black winter, per lb. 5 @ 5 1/2c

Processed, grey, winter, per lb. 3 1/2 @ 4c

Cattle switches, each*..... 1 @ 1 1/4c

*According to count.

THE KENTUCKY CHEMICAL MFG. CO.

COVINGTON, KY., Opposite Cincinnati, Ohio

Buyers of Dry Rendered Tankage

(Cracklings)

PORK or BEEF, SOFT or HARD PRESSED

COTTON SEED FREIGHT RATES.

A schedule of freight rates on cotton seed, offering a drastic reduction from present charges to meet "an urgent situation created by unregulated truck competition" will be installed by eight major railroads in Alabama. The reduction will be about 50 per cent on charges on inbound mill movement of cotton seed in carlots through a "cut-back" arrangement to stimulate cotton seed transportation by rail.

The cut-back system first permits the movement of cotton seed to the mills at the regular charges and, upon shipments by the mills of the cotton seed products to their market destinations over the same lines, refunds will be made of the difference between the net transit rate and the regular rate for the inbound movement of the seed. The net transit charge for cottonseed under the system approved is approximately \$1.30 for a 100-mile haul.

The lines over which the reduced charges will apply are Central of Georgia, Louisville and Nashville, Mobile and Ohio, Frisco, Illinois Central, Western Railway of Alabama, Southern Railway, and the Seaboard. The charges will be effective upon publication and will expire June 30, 1932.

A mileage limitation upon the initial mill haul is placed by the railroads; the Louisville and Nashville, for instance, having a limit of 225 miles, while some others have limits of 150 miles. In each case, however, it was stated, the limits embrace all parts of Alabama.

HULL OIL MARKETS.

Hull, England, Jan. 13, 1932.—(By Cable.)—Refined cottonseed oil, 19s 6d; Egyptian crude cottonseed oil, 17s 3d.

PRODUCTION AND CONSUMPTION OF COTTONSEED AND PRODUCTS.

Cottonseed received, crushed and on hand, and cottonseed products manufactured, shipped out, on hand and exported for five months ended December 31, 1931, compared with a year ago, as reported by the U. S. Census Bureau:

COTTON SEED RECEIVED, CRUSHED, AND ON HAND (TONS).					
	Received at mills* Aug. 1 to Dec. 31, 1931	Crushed Aug. 1 to Dec. 31, 1931	On hand at mills Dec. 31, 1931	On hand at mills Dec. 31, 1930	On hand at mills Dec. 31, 1930
United States	4,348,186	4,081,478	2,057,967	8,135,430	1,400,325
Alabama	281,260	344,828	212,248	265,045	69,690
Arizona	28,707	52,348	24,711	33,756	4,045
Arkansas	404,166	236,998	237,660	183,567	157,073
California	64,854	98,152	48,089	59,996	11,967
Georgia	260,747	524,159	249,659	125,525	53,971
Louisiana	211,176	191,211	152,860	152,616	58,668
Mississippi	577,411	518,137	357,284	371,282	221,206
North Carolina	173,334	225,346	130,012	185,744	44,320
Oklahoma	324,366	223,845	222,207	187,333	100,954
South Carolina	133,731	204,898	124,290	175,315	10,346
Tennessee	375,901	240,295	183,603	170,226	102,526
Texas	1,412,254	1,136,307	964,614	887,439	441,123
All other states	65,958	61,272	39,900	45,496	26,100
					15,778

*Includes seed destroyed at mills but not 24,784 tons and 45,434 tons on hand Aug. 1, nor 18,063 tons and 43,006 tons reshipped for 1931 and 1930, respectively.

COTTONSEED PRODUCTS MANUFACTURED, SHIPPED OUT, AND ON HAND.

Item.	Season.	On hand Aug. 1.	Produced Aug. 1 to Dec. 31.	Shipped out Aug. 1 to Dec. 31.	On hand Dec. 31.
Crude oil (pounds)	1931-32	8,066,071	919,515,419	840,215,706	*126,760,735
Refined oil (pounds)	1930-31	8,985,957	944,531,884	871,158,238	114,468,245
	1931-32	1277,836,630	**783,182,191	.....	1489,866,209
Cake and meal (tons)	1930-31	301,006,062	768,283,271	.....	429,755,506
Hull (tons)	1930-31	146,588	1,354,535	1,269,160	202,496
Linters (tons)	1931-32	55,332	114,535	1,112,355	206,034
	1930-31	47,723	820,665	650,648	226,440
	1930-31	28,495	860,339	724,336	173,498
	1931-32	175,904	465,346	351,690	289,560
Hull fiber (500-lb. bales)	1930-31	135,220	543,282	361,764	316,738
	1931-32	3,564	16,519	11,026	9,037
	1930-31	2,650	26,484	23,029	6,114
Grabsots, motes, etc.	1931-32	12,475	14,382	7,821	19,036
	1930-31	12,776	20,696	11,833	21,639

*Includes 3,207,812 and 17,061,841 lbs. held by refining and manufacturing establishments and 3,011,840 and 28,562,762 lbs. in transit to refiners and consumers August 1, 1931 and Dec. 31, 1931, respectively.

**Includes 4,207,734 and 2,066,189 lbs. held by refiners, brokers, agents, and warehousemen at places other than refineries and manufacturing establishments and 3,585,902 and 8,749,826 lbs. in transit to manufacturers of lard substitute, oleomargarine, soap, etc. August 1, 1931 and Dec. 31, 1931 respectively.

**Produced from 785,837,916 lbs. of crude oil.

WOULD AMEND MARGARINE LAW.

An amendment to the existing federal oleomargarine law was urged at a recent meeting in Kansas City of representatives of livestock producer organizations, the railroads, stockyards companies, meat packers and the Federal Farm Board, called by the Kansas Live Stock Association. This amendment would be designed to remove restricting taxation upon the manufacture of oleomargarine made from ingredients 100 per cent of which are from animals and plants raised or produced within the Continental United States.

The various states, also, were urged to desist from the passage of any legislation which shall have the effect of retarding or preventing the manufacture and sale of oleomargarine made 100 per cent from domestic products.

HOW TO USE SHORTENING.

A merchandising idea well worth consideration was carried out by the Procter & Gamble Distributing Co. recently when it sponsored a short course in cake baking and sweet goods making in Atlanta. The course was held January 18-21, inclusive, with Lloyd Miller, of the company's bakery research department, in charge. Bakers, managers, helpers, sales girls and allied tradesmen were in attendance, some coming as far as 300 miles from Atlanta.

Mr. Miller brought with him to Atlanta capable assistants and complete equipment from the Procter & Gamble research bakery. Every phase of cake and sweet goods baking was explained and demonstrated and on each of the evenings the various products were made up, baked and eaten. Note books

were furnished with formulas to be studied and demonstrated, and there were plenty of blank pages for notes. There was a question box feature each evening and all questions resulting from the demonstration were answered and explained.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Jan. 13, 1932.

There was a good volume of trading in the cottonseed meal market today, with prices little better than the bid of yesterday's close. March meal sold at \$13.60. There was heavy buying of January and selling of May. At one time, January went to a premium of 25c over May. During the forenoon the market was inclined to be weak and probably would have declined except that the stock market was strong.

Grains were slightly higher, but these influences were offset by the extremely dull demand for actual meal at the present time. Volume of trading in meal was 2,600 tons, which is some improvement over the past few days. Prices are inclined to sympathize with the major markets.

Cotton seed market was again active, with March seed selling at \$13.00. The price, on the whole, is practically unchanged. This market seems to have stabilized itself on a basis of \$13.00 for March seed. At the present time oil is selling in the Valley at the lowest price of the season, and as it is difficult to advance the price of cottonseed meal, and there is little incentive for seed buyers to show much interest in the market at the present time.

GLIDDEN EARNINGS IN 1931.

Glidden Company reports a net operating profit of \$201,380 for the fiscal year ended October 31, 1931, but reduced dollar and unit volume of business. This compares with \$11,366 in the preceding year. After preferred dividends of a subsidiary, a balance of \$172,250 remained for parent company dividends. These amounted to \$506,139, resulting in a net deficit of \$33,889 against a deficit of \$538,475 in the previous fiscal year. Over \$1,000,000 in inventory losses had to be absorbed by the company during the year.

GREEK FAT IMPORT DUTIES.

The Greek import duty on margarine, oleomargarine and other edible fats of animal or vegetable origin (except butter and cocoanut oil) was increased from 50 to 70 metallic drachmas per 100 kilos effective December 19, 1931. Exceptions were made for shipments afloat if cleared within two months of arrival and for shipments already arrived if cleared within two months of the effective date of the increased duty. (The value for a drachma at the full rate of exchange is 19.3c.)

COTTONSEED PRODUCTS EXPORTS.

Exports of cottonseed products for four months ended November 30, 1931 are reported by the U. S. Census Bureau as follows:

	1931.	1930.
Oil, crude, lbs.	1,881,925	1,484,537
Refined, lbs.	2,009,345	5,538,475
Cake and meal, tons of 2,000 lbs.	109,739	13,751
Linters, running bales	29,462	37,300

Vegetable Oil Markets

WEEKLY REVIEW

Trade Fair—Undertone Steady—Cash Demand Quiet—Crude Holding—Government Report Bearishly Construed—Lard Slightly Steadier.

In a fair turnover the past week, cottonseed oil future prices on the New York Produce Exchange moved irregularly over a modest range. The market dipped at times to about the previous lows of the season, only to recover slightly. The trend again was more or less due to outside conditions, although at times some selling and liquidation developed on conditions within the market itself. However, on the breaks, pressure appeared to dry up, but on the swells offerings showed some enlargement.

Considerable pressure materialized following the bearish construction placed upon the Government oil statistical report, but this was offset somewhat by ring profit taking on the distinctly better tone in the financial markets and improvement in some allied commodities. This was also based partly upon intimations from Washington, that the Federal Reserve was aiming to bring about improvement in stock and commodity values. Also the market was aided by the progress of the reconstruction corporation bill, although the passage of the latter was delayed until next week.

A prominent cotton oil commission house continued to support the market this week, although this buying power appeared to have been withdrawn following the Government report. The local element, however, were less disposed to press the market, although sentiment in the main continued more or less bearish in professional circles, being influenced by the piling up of oil stocks and the unfavorable competing position of compound with pure lard.

Cash Trade Moderate.

In commission house quarters, however, while little constructive is admitted within cotton oil itself, sentiment is more two-sided, based largely on the belief that any general improvement in the financial position of the country, or any betterment in the general commodity level, will be reflected to some extent in oil.

Persistent talk of moderate cash oil business was reflected in the December consumption of 207,000 bbls., compared with 279,000 bbls. in December, 1930. Consumption for the first five months of the season has been 1,308,000 bbls., compared with 1,596,000 bbls. the same time last season. Seed receipts at mills for the five months totaled 4,348,000 tons, compared with 4,081,000 tons the same time last season. Crushings to the end of December were 2,958,000 tons, against 3,135,000 tons the same time a year ago. Visible supply of oil in all positions at the beginning of January was the greatest for any month in the past four seasons, or 2,554,000 bbls., against 2,027,000 bbls. last year.

Big available stocks were freely commented upon. Under ordinary circumstances, the peak of the supply is accumulated during December. However, it is felt that such will not be the case this season, as it is calculated that January oil consumption this year will not nearly equal the 295,000 bbls. in Janu-

ary last year. The possibilities are that seed receipts during January will equal or exceed those of the same month a year ago.

Reduced Acreage Expected.

Crude markets held fairly well. There were unconfirmed reports of sales in the Southeast at 3½c, but the market generally was quoted at 3½@3¾c. In Texas, additional sales were made at the 3c level.

While it is a little early to get a good line on the probable new cotton acreage, some important trade factors in the South the past week have been predicting a cut of 10 to 15 per cent in the area.

The South continues to experience considerable rainfall which, some calculate, is putting the soil in good shape as far as moisture is concerned. While flood conditions continue in parts of the South, the latter is not a market factor at this season of the year. However, the situation is being watched.

Possibilities of the soap kettle continue unfavorable as far as cotton oil is concerned. Extra tallow, f.o.b. New York, sold at 2½c this week, so that everything considered, any material betterment in oil values for the immediate future must come from a more normal difference between lard and oil.

COCONUT OIL—A quiet market, with interest more or less routine and prices displaying a barely steady tone, was the features in this market this week. At New York, cocoanut oil tanks were quoted at 3½c. Pacific Coast tanks were quoted at 3¼c.

CORN OIL—Demand has been moderate, and the market easy. Last business was reported at 3½c buyers' tanks, f.o.b. Chicago, and the market quoted at that figure.

SOYA BEAN OIL—Demand was quiet and the market easier. Sellers tanks, f.o.b. western mills, are quoted at 2¾c.

PALM OIL—Buying interest was rather slow, and although an unsteady tone in tallow had some influence on consuming circles, lack of pressure in the cables helped maintain palm oil values. At New York, spot Nigre was quoted at 3¾@3½c; shipment, 3½@

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Jan. 14, 1932.—Cotton oil futures are slightly higher, but demand is light. Crude is barely steady at 2.9@3c for Texas and 3½@3¾c for Valley. Offerings are scarce, and buyers are expecting lower prices. With hogs lower and lard cheap, there is no incentive to buy cotton oil freely in the face of unusually large stocks.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Jan. 14, 1932.—Crude cottonseed oil, 3½c lb.; 41 per cent protein cottonseed meal, \$13.75; loose cottonseed hulls, \$1.00.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Jan. 14, 1932.—Prime cottonseed oil, 2½@3c lb.; 43 per cent meal, \$14.00; hulls, \$5.00; mill run linters, 1½@3c.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company

Chicago, Illinois

HAMMOND'S
Mistletoe
MARGARINE

3½c; spot Lagos, 4c; shipment, 3½@3½c; 12½ per cent acid for shipment, 3½c; 20 per cent softs, 3.45c; Benim and Port Harcourt, 3.35c.

PALM KERNEL OIL—Demand was moderate and the market barely steady. Shipment oil at New York was quoted at 3½c.

OLIVE OIL FOOTS—Demand has been fair of late, and with cabled offerings light, the tone was firmer. Spot foots at New York were quoted at 4½@4½c; shipments, 4½@4½c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Market was easier with the other oils. Prices were quoted nominally at 3½@4c, f.o.b. mills.

COTTONSEED OIL—Store oil stocks at New York continue very small, and the market was about steady with futures. Southeast and Valley crude, 3½@3½c; Texas, 3c sales.

Market transactions at New York:

Friday, January 8, 1932.

	Range	Closing	Sales.	High.	Low.	Bid.	Asked.
Spot	425	a					
Jan.	1	425	425	427	a		
Mar.		437	a	443			
May	4	450	445	451	a	455	
July	5	460	459	460	a	464	
Aug.	1	465	465	465	a	474	

Sales, including switches, 11 contracts. Southeast crude, 3½@3½c.

Saturday, January 9, 1932.

	Range	Closing	Sales.	High.	Low.	Bid.	Asked.
Spot	425	a					
Jan.	1	430	430	430	a	440	
Mar.		438	a	443			
May		451	a	554			
July	20	465	463	465	a		
Aug.		465	a	475			

Sales, including switches, 21 contracts. Southeast crude, 3½@3½c.

Monday, January 11, 1932.

	Range	Closing	Sales.	High.	Low.	Bid.	Asked.
Spot	425	a					
Jan.	1	425	425	425	a	439	
Mar.	2	436	436	436	a		
May	1	448	448	445	a	447	
July	4	459	457	459	a		
Aug.		460	a	465			

Sales, including switches, 7 contracts. Southeast crude, 3½@3½c.

Tuesday, January 12, 1932.

	Range	Closing	Sales.	High.	Low.	Bid.	Asked.
Spot	400	a					
Jan.		375	a				
Mar.	9	435	435	428	a	430	
May	3	448	445	440	a	443	
July	33	461	451	452	a	451	
Aug.		453	a	457			

Sales, including switches, 45 contracts. Southeast crude, 3½@3½c.

Wednesday, January 13, 1932.

	Range	Closing	Sales.	High.	Low.	Bid.	Asked.
Spot	425	a					
Jan.	1	425	425	410	a	430	
Mar.	3	435	428	433	a	436	
May	1	449	449	446	a	450	
July	8	459	455	457	a	460	
Aug.		460	a	465			

Sales, including switches, 13 contracts. Southeast crude, 3½@3½c.

Thursday, January 14, 1932.

	Range	Closing	Sales.	High.	Low.	Bid.	Asked.
Spot	375	a					
Jan.		400	a	420			
Mar.	442	438	438	a			
May	458	450	450	a	451		
July	467	462	460	a	462		
Aug.		460	a	470			

Later markets on this page.

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products were barely steady the latter part of the week due to less demand from shorts, and lower hogs, the price averaging \$3.95. Cash demand is fair. Hedge selling appeared on the bulges, although the hog run was more moderate, possibly reflecting winter weather condition over the west.

Cottonseed Oil.

Cotton oil is moderately active and steady on commission house buying. Cash demand is quiet. Crude is steady; Southeast, 3½c asked; Valley, 3½c sale; Texas, 3c sales. Locals are bearish and selling on rallies, but the market is following the outside trend mainly.

Quotations on bleachable cottonseed oil at New York Friday noon were:

Jan., \$3.75@4.20; Mar., \$4.30@4.34; May, \$4.40@4.45 sale; July \$4.56 sale; Aug., \$4.56@4.65.

Quotations on prime summer yellow: Jan., \$3.75 bid; Mar., \$4.15@4.35; May, \$4.25@4.40; July, \$4.40@4.60; Aug., \$4.40@4.55.

Tallow.

Tallow, extra, 2½c f.o.b.

Stearine.

Stearine, 5½c.

Friday's Lard Markets.

New York, Jan. 15, 1932. — Lard, prime western, \$5.70@5.80; middle western, \$5.45@5.55; city, 5½c; refined continent, 6½c.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, January 15, 1932.—General provision market steady but firm; hams improving; pure lard fair; picnics and square shoulders dull.

Friday's prices were as follows: Hams, American cut, 69s; hams, long cut, 76s; shoulders, square, none; picnics, none; short backs, 69s; bellies, clear, 52s; Canadian, 58s; Cumblands, 46s; Wiltshires, none; spot lard, 45s 6d.

EUROPEAN PROVISION CABLES.

The market at Hamburg was weak during the week ended January 9, 1932, according to cabled reports to the U. S. Department of Commerce. Demand was poor with exception of refined and prime steam lard. Demand was medium for these products. Prices per 100 kilos: Refined lard, \$14.625; prime steam lard, \$13.625; fatbacks, 10/12 lbs., \$15.00; fatbacks, 12/14 lbs., \$17.25; fatbacks, 14/16 lbs., \$19.00; extra oleo oil, \$17.20.

Receipts of lard for the week were 2,069 metric tons, of which 69 metric tons came from Denmark. Arrivals of hogs at 20 of Germany's most important markets were 77,000, at a top Berlin price of 10.17 cents a pound, compared with 79,000 at 14.06 cents a pound for the same week of last year.

The Rotterdam market demand was slow with exception of extra premier jus and prime premier jus. Prices were decreasing approximately \$1.00 per 100 kilos for U. S. pork products. Refined and prime steam lard dull. Prices per 100 kilos: extra neutral lard, \$16.80; ex-

tra oleo oil, \$17.20; prime oleo oil, \$16.00; extra premier jus, \$10.00; prime premier jus, \$9.60; extra oleo stock, \$16.00; refined lard, \$15.20.

Market demand at Liverpool was medium. Stocks were light. Prices were higher.

Total of pigs bought in Ireland for bacon curing was 7,200 for the week as compared with 9,500 for the corresponding week of last year. Estimated slaughter of Danish hogs for the week ended January 6, 1932, was 128,000.

BRITISH PROVISION IMPORTS.

Liverpool provision markets during December, 1931, reported by Liverpool Provision Trade Association:

	Dec. 1931.
Bacon, including shoulders, lbs.	1,345,456
Hams, lbs.	2,828,884
Lard, tons	1,478

Approximate weekly consumption of Liverpool stocks for months given:

	Bacon, lbs.	Hams, lbs.	Lard, tons.
December, 1931	306,112	675,584	226
November, 1931	287,540	785,904	322
December, 1930	333,700	905,088	421

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended January 9, 1932:

HAMS AND SHOULDERs, INCLUDING WILTSHIRE.

	Week ended Jan. 9, 1932.	Jan. 1 to 1932.
	M lbs.	M lbs.
Total	447	155
To Belgium	329	96
United Kingdom	329	425
Other Europe	3	8
Cuba	73	45
Other countries	42	56

BACON, INCLUDING CUMBERLANDS.

	Week ended Jan. 9, 1932.	Jan. 1 to 1932.
	M lbs.	M lbs.
Total	740	1,538
To Germany	25	30
United Kingdom	595	734
Other Europe	93	27
Cuba	22	138
Other countries	5	46

PICKLED PORK.

	Week ended Jan. 9, 1932.	Jan. 1 to 1932.
	M lbs.	M lbs.
Total	203	237
To United Kingdom	17	28
Other Europe	4	5
Canada	147	30
Other countries	21	20

TOTAL EXPORTS BY PORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.
Exported to:			
United Kingdom (total)	329	56	60
Liverpool	142	42	56
London	97	12	16
Manchester	12	12	16
Glasgow	58	10	16
Other United Kingdom	20	30	36

DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.	Bacon, M lbs.	Lard, M lbs.
Exported to:			
United Kingdom (total)	329	56	60
Liverpool	142	42	56
London	97	12	16
Manchester	12	12	16
Glasgow	58	10	16
Other United Kingdom	20	30	36
Exported to:			
Germany (total)	8,112	1,212	1,324
Hamburg	2,462	362	402
Other Germany	5,650	850	820

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Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Jan. 14, 1932.

CATTLE—Compared with a week ago: Medium to good grade steers and long yearlings, 50@75c lower; common grades, 25@50c off; meager supply choice offerings held up; light heifer and mixed yearlings, 75c@\$1.25 lower, almost unsalable at downtown; weighty butcher heifers, 50@75c lower; common kinds comparatively active and only about 25@50c off, selling largely at \$4.75 down to \$3.50. Beef cows, 50c lower; cutters, 25c lower; bulls, 25@40c off; vealers, strong to 50c higher. It was largely a shortfed run, bulk turning draggily at \$5.25@7.50. Shippers were interested at \$8.00 upward. Extreme top for week was \$11.00 on long yearlings, \$10.65 on weighty steers. Average cost for week was approximately \$6.50. Most beef cows closed at \$3.25@4.00; best, around \$4.75. Supply figures were smaller than a week ago, but medium steers comprised 55 per cent or more of crop. Dressed trade on medium and common grade steers and medium to choice heifers was very draggy at 50c@\$1.00 lower prices.

HOGS—Compared with a week ago: Market mostly 25@40c lower; pigs, 50c and more off; packing sows, around 10c lower. Increased receipts, a slow fresh pork trade, and warmer weather were bearish factors. Week's top, \$4.30; closing top, \$4.15, equal to lowest of season; late bulk good to choice 170 to 210 lbs., \$4.00@4.10; 220 to 250 lbs., \$3.85@4.00; 260 to 310 lbs., \$3.70@3.90; 140 to 160 lbs., \$3.90@4.10; pigs, \$3.35@3.60, choice lots to \$3.85; packing sows, \$3.25@3.40, smooth sorts to \$3.50.

SHEEP—Compared with a week ago: Fat lambs uneven, mostly steady, instances 10-15c lower; sheep, strong to 25c higher. Market showed considerable resistance following Monday's break, a record run arriving on that day. Today's bulks follow: Better grade native and fed western lambs, \$6.00@6.40, around 94-lb. weights going at \$6.35; few closely sorted loads, \$6.50 and \$6.60, latter price paid by all interests, the week's top; medium lambs, \$5.25@5.75; throwouts, \$4.00@4.50; fat ewes, \$2.00@3.00.

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Jan. 14, 1932.

CATTLE—Demand was fairly broad for strictly good lightweight steers, and the limited supply sold at around steady prices. Other grades and weights met an irregular outlet and are unevenly 25@75c lower, with in-between grades showing the maximum decline. Late in the week, three loads of choice 1,344-lb. steers scored \$9.00, while other good light steers brought this price. Most of the shortfed arrivals cleared from \$4.75@7.00, with a few of the more desirable grades at \$7.25@8.75. Light mixed yearlings and fed heifers closed 50@75c lower, while fat cows are weak to mostly 25c off. Cutter cows and bulls held about steady. Vealers declined 50c@\$1.00, with the late top at \$6.50.

HOGS—A weaker undertone featured the hog trade, and closing values are 30@40c under last Thursday. Shipping orders have been curtailed materially, and big packers have displayed a bearish attitude most of the time. The closing top rested at \$3.85 on choice 170- to 210-lb. averages, while most of the 160- to 240-lb. weights sold from \$3.75@3.85. Desirable 250- to 350-lb. butchers ranged from \$3.45@3.70. Packing sows are around 25c lower at \$2.75 @3.15.

SHEEP—A fairly broad demand for fat lambs developed late in the week, and most of the sharp decline effected early in the week was recovered. Final values are only 10@15c under a week ago, with choice fed lambs selling up to \$6.10 on the final session. Most of the late arrivals sold from \$5.75@6.00, while on Monday nothing passed \$5.40. Best Texas clippers reached \$5.10, with others at \$4.50@5.00. Mature sheep were very scarce, and steady prices were maintained, with desirable fat ewes up to \$3.00.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Jan. 14, 1932.

CATTLE—Compared with one week ago: Slaughter steers, 50c lower; mixed yearlings and heifers, above \$5.00 are 50c@\$1.00 lower; other mixed

yearlings, heifers, cowstuff, and bulls 25@50c lower; vealers steady. Top yearling steers scored \$8.00, and best matured steers \$7.50, with bulk of slaughter steers \$4.50@6.25 and most good steers \$6.25@6.65. Top heifers and mixed yearlings stopped at \$7.00, bulk of good mixed yearlings and heifers selling at \$6.00@6.50, and medium fleshed kinds \$5.00@5.75. Most cows brought \$3.00@3.75; top, \$5.00; low cutters most numerous at \$1.50@2.00. Best medium bulls closed at \$3.75; top vealers, \$8.50.

HOGS—Swine prices were reduced 35@50c during the week under review, top price on Thursday falling to \$4.30, with bulk of 100- to 250-lb. weights at \$3.85@4.15; heavies, down to \$3.65. Sows earned \$3.00@3.15.

SHEEP—Fat lamb values ruled steady to 25c lower, while sheep held steady. Fat lambs topped at \$6.25, with bulk of lambs late at \$5.75@6.00; throwouts, \$3.50@4.00; fat ewes, \$2.50@3.00.

OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Jan. 14, 1932.

CATTLE—Fed steers and yearlings were under price pressure during the week, and on the general run of medium to good grades prices declined 25@50c. Strictly good and choice grades were in moderate supply and held fully steady. She stock lost 25@50c during the week, while bulls held steady. Vealers lost 1.00@1.50, with the top down to \$7.00. Most of the fed steers and yearlings sold at \$5.50@7.50; liberal sprinkling, \$7.75@9.75; choice long yearlings, \$10.60 and \$11.00. Small lots of choice heifers sold up to \$7.25.

HOGS—Burdensome supplies, here and at all leading market centers, resulted in a lower trend to all classes of hogs. Lights and butchers ruled 25@40c lower, spots on light lights 50c off. Sows are steady to 25c lower, and pigs 25@50c lower in making comparison Thursday with Thursday. Thursday's top rested at \$3.80, paid for choice 180- to 210-lb. averages, with the bulk of good and choice 160- to 350-lb. weights \$3.40@3.75; few 140- to 160-lb. \$3.35@3.65; packing sows, \$3.10@3.25; pigs, \$2.50@3.00; stags, \$2.75@3.00.

SHEEP—A good healthy undertone has featured the slaughter lamb trade. Prices are strong to 25c higher on slaughter lambs and strong on matured

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47

sheep, comparing Thursday with Thursday. Bulk choice fed wooled lambs sold on Thursday at \$5.75@6.00; top, \$6.20; good and choice ewes \$2.00@3.00.

SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Jan. 14, 1932.

CATTLE—Slaughter steer and yearling demand lacked urgency, and prices declined 25@50c for the week. Good 1,340-lb. beeves made \$9.00, a meager showing of good to choice long yearlings earned \$8.00@10.00, most short fed steers cashed at \$4.75@6.25. Fat she stock ruled 25c lower; load lots good heifers ranged up to \$6.00, and beef cows cleared largely at \$3.25@4.25. Most low cutters and cutters brought \$1.75@2.50. Vealers remained firm, as all interests paid up to \$7.00. Bulls advanced fully 25c, and the greater share of medium grades closed at \$3.50@4.75.

HOGS—Burdensome supplies and an unfavorable shipping outlet sent butcher values on a gradual decline or around 50c lower than a week ago. The top dipped to \$3.75, and the bulk of 140- to 300-lb. butchers brought \$3.50@3.75, while heavier offerings sold down around \$3.40. Pigs cashed mainly from \$2.50@3.25, around 75c lower. Sows were little changed at mostly \$3.00@3.25.

SHEEP—An early fat lamb break partially mended, and packers bought best offerings steady to 15c under the packer trade a week ago, although shippers paid 50c less than the shipper market. The late packer bulk made \$5.75@6.00; top, \$6.00. Shippers paid \$6.00 freely. Aged sheep scarce and firm. Odd lots fat ewes sold \$2.25@2.50, with choice lightweights are quoted at \$2.75.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Jan. 14, 1932.

CATTLE—The week's supply consisted almost entirely of light steers and yearlings on which prices made a decline of 50@75c. Steers 1,100 lbs. and up, although very scarce, took a further 25@50c loss. Nothing strictly finished appeared. Week's top, \$7.35; some good 1,080-lb. steers at the price; bulk steers and yearlings, \$5.00@6.00. Heifers show the full decline; most sales, \$4.25@5.75. Cows mostly 25c lower; bulk, \$3.00@4.00; cutters and low cutters, \$2.00@2.75. Bulls and vealers steady; most bulls, \$3.00@3.75; top vealers, \$6.50; most heavy calves, \$4.00@5.00.

HOGS—Market has eased off gradually, and light weights are now within 5c of the record low of mid-December, while heavy hogs and sows are already below any previous levels. Butcher hogs show a 35@45c decline from a week ago, with sows steady to 25c off. Top today was \$3.85, against \$3.80 at the low time; bulk 160 to 240 lbs., \$3.55@3.80; 250 to 300 lbs., \$3.25@3.50; some extreme sales of heavies \$3.15 and \$3.20 late today; most packing sows, \$2.75@3.25.

SHEEP—Prices continue to fluctuate wildly, top falling to \$5.40 on Monday but back up to \$6.10 yesterday and today. A week ago the market was at the highest point since mid-October,

with top of \$6.35. From that time current prices show mostly a 25c loss. Bulk wooled lambs today brought \$5.75@6.00; clipped offerings, \$5.00@5.50.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Jan. 13, 1932.

CATTLE—Trade on slaughter steers and yearlings has been on the downgrade this week. Compared with a week ago, the market is 25c to mostly 50c lower. Much of the current crop has consisted of common and medium grades selling at \$4.00@6.25, good and choice kinds being absent. Butcher cows and heifers are 25c or more lower for the week; most beef cows, \$3.00@4.00; choice, to \$4.50; bulk heifers, \$3.50@5.00; short-fed kinds, to \$5.50 or better. Cutters and low cutter cows are moving at \$2.00@2.75; bulk bulls, \$3.50@4.25; medium to choice vealers, \$4.00@6.50 or better.

HOGS—Hog prices are 20@30c lower than a week ago, most 150 to 220 lbs. selling today at \$3.75@3.80; 220 to 325 lbs., \$3.30@3.75; pigs, \$3.25@3.50; packing cows, mostly \$2.85@3.00.

SHEEP—Slaughter lambs are weak to 25c lower for the week, good to choice grades selling today at \$5.75. Some were held higher. Common and medium grades sold from \$3.50@4.75. Slaughter ewes are salable from \$1.50@2.50.

DECEMBER BUFFALO LIVESTOCK.

Receipts and disposition of livestock, Buffalo, N. Y., for December, 1931, were:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	14,271	23,863	68,542	113,321
Shipments	5,497	19,873	35,698	96,161
Local slaughter	10,660	3,966	32,051	20,035

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Jan. 14, 1932.

Cooler weather and better road conditions accounted for heavier runs of hogs at 24 concentration points and 7 packing plants in Iowa and Minnesota the past week, despite a curtailed meat demand. Prices are 25@30c lower for the period. Late bulk of good to choice 170 to 230-lb. weights, \$3.40@3.70, mostly \$3.50@3.70 on 180- to 220-lb. weights, 240- to 300-lb. averages, mostly \$3.25@3.50; choice loads at inside weight up to \$3.60 and \$3.65; packing sows, mostly \$2.70@3.00.

Receipts of hogs unloaded daily at these 24 concentration yards and 7 packing plants, week ended Jan. 14:

	This week.	Last week.
Friday, Jan. 8.....	35,800	Holiday.
Saturday, Jan. 9.....	41,000	23,600
Monday, Jan. 11.....	72,700	53,900
Tuesday, Jan. 12.....	21,800	39,500
Wednesday, Jan. 13.....	21,600	26,300
Thursday, Jan. 14.....	33,900	24,600

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage, nor excessive fills.

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Jan. 9, 1932:

At 20 markets:	Cattle.	Hogs.	Sheep.
Week ended Jan. 9.....	203,000	797,000	414,000
Previous week.....	148,000	647,000	319,000
1931.....	122,000	831,000	405,000
1930.....	229,000	815,000	325,000
1929.....	226,000	883,000	338,000
1928.....	241,000	814,000	353,000

Hogs at 11 markets:

Week ended Jan. 9.....	735,000
Previous week.....	585,000
1931.....	768,000
1930.....	730,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Jan. 9.....	162,000	642,000	326,000
Previous week.....	118,000	528,000	320,000
1931.....	153,000	664,000	320,000
1930.....	168,000	647,000	251,000
1929.....	161,000	673,000	254,000
1928.....	182,000	620,000	246,000

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, January 9, 1932, with comparisons, are reported to THE NATIONAL PROVISIONER as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	6,613	7,006	14,066
Swift & Co.	6,173	4,034	26,114
Wilson & Co.	3,582	8,288	7,754
Morris & Co.	2,122	4,385	7,328
Anglo-Amer. Pov. Co.	1,714	442	442
G. H. Hammond Co.	2,061	2,155	468
Libby, McNeil & Libby.	16,671	63,085	47,712
Shippers	11,458	54,263	20,797
Brennan Packing Co.	7,512	hogs; Independent Packing Co., 3,511 hogs; Boyd, Linham & Co., 2,628 hogs; Hygrade Food Products Corp., 7,016 hogs; Agar Packing Co., 9,513 hogs.	
Total	51,382	cattle; 9,577 calves; 173,098 hogs; 120,771 sheep.	
Not including 118 cattle; 289 calves; 44,019 hogs and 18,213 sheep bought direct.			

KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,066	3,467	8,028
Cudahy Pkg. Co.	2,981	2,140	9,900
Fowler Pkg. Co.	823	...	...
Morris & Co.	2,508	1,440	5,064
Swift & Co.	4,672	6,769	9,056
Wilson & Co.	4,139	2,569	8,181
Others	1,519	1,591	67
Total	20,110	17,976	40,775

OMAHA.

	Cattle	Calves	Hogs.	Sheep.
Armour and Co.	6,671	22,800	11,429	
Cudahy Pkg. Co.	5,157	17,945	13,535	
Dold Pkg. Co.	828	8,737	4,421	
Morris & Co.	1,720	400	4,520	
Swift & Co.	6,338	12,903	19,647	
Others	8,246	...	...
Total	21,946	cattle; 104,830 hogs; 49,131 sheep.		

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,318	700	4,770	1,265
Swift & Co.	1,050	1,790	2,108	8,210
Morris & Co.	839	330	267	783
East Side Pkg. Co.	1,408	36	8,416	678
American Pkg. Co.	177	88	1,582	265
Heil Pkg. Co.	...	...	869	...
Krey Pkg. Co.	81	55	5,646	92
Shippers	3,943	3,804	31,588	3,247
Others	2,308	452	16,220	1,230
Total	12,619	7,273	68,193	11,488

Not including 3,431 cattle, 1,286 calves, 44,035 hogs and 1,034 sheep bought direct.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	4,315	527	12,070	15,484
Armour and Co.	4,610	535	11,761	5,214
Others	1,534	52	12,043	3,447
Total	10,465	1,134	38,078	28,155

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,709	272	26,277	3,294
Armour and Co.	3,107	182	26,510	5,880
Swift & Co.	2,251	286	14,288	5,350
Smith Bros.	6	1	1	1
Shippers	2,567	11	35,238	1,420
Others	292	36	2	7
Total	10,932	787	101,616	15,951

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,593	217	2,121	1,760
Wilson & Co.	1,579	194	2,101	1,684
Others	162	55	679	1
Total	3,334	466	4,001	3,454

Not including 64 cattle and 1,613 hogs bought direct.

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,640	423	1,902	1,711
Dold Pkg. Co.	534	20	1,356	87
Wichita D. B. Co.	31	...	...	...
Dunn-Osterba	88	...	10	...
Keefe-Le Sturgeon	13	...	7	...
Fred W. Dold	113	...	558	...
Total	2,419	443	3,833	1,748

Not including 88 cattle and 5,161 hogs bought direct.

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	771	122	3,078	7,050
Armour and Co.	988	100	3,000	6,122
Others	1,283	273	4,060	1,266

Total 3,042 555 10,248 14,438

THE NATIONAL PROVISIONER

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,936	4,687	20,098	6,927
Cudahy Pkg. Co.	353	990	...	...
Swift & Co.	3,770	7,108	26,542	10,527
United Pkg. Co.	1,894	105	...	...
Others	828	17	60,590	8,510
Total	9,781	12,902	110,230	20,764

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,002	7,872	9,258	1,131
Swift & Co., Balt.	...	...	365	...
The Layton Co.	...	...	1,516	...
R. Gums & Co.	63	32	110	60
Armour and Co., Chi.	702	3,877	...	...
N.Y.B.D. Co., N.Y.	40	...	...	...
Corcoran-Hill, Balt.	...	...	548	...
J. J. Harrington, N.Y.	...	...	234	...
Shipper	194	24	98	6
Others	544	306	351	229
Total	3,695	12,111	12,046	1,960

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingman & Co.	1,255	468	10,428	1,224
Armour and Co.	504	112	2,011	60
Indianapolis Abt. Co.	149	35	1,867	63
Hilgemeyer Bros.	5	...	1,500	...
Brown Bros.	148	28	120	14
Stumpf Bros.	...	...	123	...
Schussler Pkg. Co.	29	...	417	...
Riverview Pkg. Co.	17	...	112	2
Miller Pkg. Co.	15	...	433	...
Indiana Pov. Co.	36	5	271	...
Massa Hartman Co.	45	10	...	11
Art Wabnits	8	55	...	53
Hoosier Abt. Co.	16	...	...	...
Shipper	1,226	2,106	11,348	8,021
Others	512	114	1,748	177
Total	4,167	2,938	29,805	9,625

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Sons	4	...	262	...
Ideal Pkg. Co.	8	...	560	...
E. Kahn's Sons Co.	1,718	225	9,010	1,543
Kroger G. & B. Co.	49	124	764	...
J. Lohrey Pkg. Co.	4	...	246	...
H. H. Meyer Pkg. Co.	...	...	3,399	...
A. Sander Pkg. Co.	3	...	163	...
J. Schlaich's Sons	76	202	2,091	163
J. & F. Schroth Co.	12	112	2,861	85
John F. Stegner	213	...	1,044	...
Shipper	126	650	2,400	379
Others	1,172	457	544	426
Total	3,381	1,744	19,904	2,848

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended Jan. 9, 1932, with comparisons:

CATTLE.

	Week ended Jan. 9.	Cor. week.
Chicago	51,382	42,459
Kansas City	20,110	15,489
Omaha	21,948	18,482
St. Louis	12,619	11,942
St. Joseph	1,465	7,455
Oklahoma City	10,932	8,193
Sioux City	3,334	2,863
Wichita	2,419	1,168
Denver	3,042	1,311
St. Paul	9,781	6,248
Milwaukee	3,695	1,967
Indianapolis	4,167	2,996
Cincinnati	3,381	2,065
Total	148,273	120,845

HOGS.

	Week ended Jan. 9.	Cor. week.
Chicago	173,006	120,786
Kansas City	49,976	10,069
Omaha	18,482	11,586
St. Louis	12,619	9,044
St. Joseph	1,465	7,455
Oklahoma City	10,932	8,193
Sioux City	3,334	2,863
Wichita	2,419	1,168
Denver	3,042	1,311
St. Paul	9,781	6,248
Milwaukee	3,695	1,967
Indianapolis	4,167	2,996
Cincinnati	3,381	2,065
Total	352,003	251,913

SHEEP.

	Week ended Jan. 9.	Cor. week.
Chicago	120,771	114,062
Kansas City	40,775	36,848
Omaha	49,131	39,816
St. Louis	11,488	10,480
St. Joseph	28,155	25,263
Oklahoma City	15,951	11,556
Sioux City	3,454	500
Wichita	1,748	1,033
Denver	14,438	4,706
St. Paul	20,764	22,642
Milwaukee	1,660	938
Indianapolis	9,625	9,036
Cincinnati	2,848	1,296
Total	351,913	381,733

SHEEP.

	Week ended Jan. 9.	Cor. week.

</tbl

January 16, 1932.

49

LIVESTOCK PRICES COMPARED.

Livestock prices at Chicago during December, 1931, compared with those of the previous month and of December, 1930, are reported as follows by the U. S. Bureau of Agricultural Economics:

SLAUGHTER CATTLE AND VEALERS.

	Dec.	Nov.	Dec.
	1931	1931	1930

Steers, 900-1,100 lbs.:	\$10.98	\$11.62	\$13.48
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Choice	8.87	9.64	11.51
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Good	6.29	7.02	9.18
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Medium	4.38	5.06	7.15
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Common			
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Steers, 1,100-1,300 lbs.:	11.48	11.95	13.19
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Choice	9.23	9.78	11.26
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Good			
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Steers, 1,300-1,500 lbs.:	11.60	11.95	12.60
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Choice	9.37	9.82	10.94
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Good			
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Heifers, 550-850 lbs.:	8.18	9.99	11.84
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Choice	6.74	8.02	9.89
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Good	5.06	5.68	7.45
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Medium			
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Cows:			
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Choice	4.50	4.78	6.79
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Good	3.79	4.13	5.73
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Com. and Med.	3.03	3.46	4.58
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Vealers (Milk-fed):			
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Good and ch.	6.40	6.56	9.77
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Medium	4.93	5.06	7.72
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HOGS.

Light weight:			
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180-180 lbs., Good & ch.	4.29	4.63	8.16
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180-200 lbs., Good & ch.	4.32	4.67	8.13
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Medium weight:			
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200-220 lbs., Good & ch.	4.31	4.69	8.06
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220-250 lbs., Good & ch.	4.26	4.70	7.97
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Heavy weight:			
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250-280 lbs., Good & ch.	4.22	4.60	7.89
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280-350 lbs., Good & ch.	4.16	4.64	7.78
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Packing sows (275-500 lbs.):			
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Medium and good...	3.60	4.22	7.02
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Packer and shipper purchases:			
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Average weight, lbs.	223	217	226
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Average cost	\$4.20	\$4.61	\$7.92
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SLAUGHTER SHEEP AND LAMBS.			
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Lambs:			
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90 lbs. down, Gd. & ch.	5.68	6.02	7.97
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90 lbs. down, Medium...	4.76	5.00	6.72
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Ewes:			
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90-120 lbs., Med.-ch.	2.40	2.33	3.12
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120-150 lbs., Med.-ch.	2.02	1.96	2.75
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Medium and good...			
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Average weight, lbs.			
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Average cost			
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Lambs:			
--------	--	--	--

90 lbs. down, Gd. & ch.	5.68	6.02	7.97
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90 lbs. down, Medium...	4.76	5.00	6.72
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Medium and good...			
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Average weight, lbs.			
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Average cost			
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Lambs:			
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90 lbs. down, Gd. & ch.	5.68	6.02	7.97
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90 lbs. down, Medium...	4.76	5.00	6.72
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Medium and good...			
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Average weight, lbs.			
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Average cost			
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Lambs:			
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90 lbs. down, Gd. & ch.	5.68	6.02	7.97
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90 lbs. down, Medium...	4.76	5.00	6.72
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Medium and good...			
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Average weight, lbs.			
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Average cost			
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Lambs:			
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90 lbs. down, Gd. & ch.	5.68	6.02	7.97
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90 lbs. down, Medium...	4.76	5.00	6.72
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Medium and good...			
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Average weight, lbs.			
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Average cost			
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Lambs:			
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90 lbs. down, Gd. & ch.	5.68	6.02	7.97
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90 lbs. down, Medium...	4.76	5.00	6.72
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Medium and good...			
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Average weight, lbs.			
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Average cost			
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Lambs:			
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90 lbs. down, Gd. & ch.	5.68	6.02	7.97
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90 lbs. down, Medium...	4.76	5.00	6.72
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Medium and good...			
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Average weight, lbs.			
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Average cost			
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Lambs:			
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90 lbs. down, Gd. & ch.	5.68	6.02	7.97
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90 lbs. down, Medium...	4.76	5.00	6.72
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Medium and good...			
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Average weight, lbs.			
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Average cost			
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Lambs:			
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90 lbs. down, Gd. & ch.	5.68	6.02	7.97
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90 lbs. down, Medium...	4.76	5.00	6.72
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Medium and good...			
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Average weight, lbs.			
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Average cost			
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Lambs:			
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90 lbs. down, Gd. & ch.	5.68	6.02	7.97
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90 lbs. down, Medium...	4.76	5.00	6.72
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Medium and good...			
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Average weight, lbs.			
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Average cost			
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Lambs:			
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90 lbs. down, Gd. & ch.	5.68	6.02	7.97
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90 lbs. down, Medium...	4.76	5.00	6.72
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Medium and good...			
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Average weight, lbs.			
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Average cost			
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Lambs:			
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90 lbs. down, Gd. & ch.	5.68	6.02	7.97
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90 lbs. down, Medium...	4.76	5.00	6.72
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Medium and good...			
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Average weight, lbs.			
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Average cost			
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Lambs:			
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90 lbs. down, Gd. & ch.	5.68	6.02	7.97
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90 lbs. down, Medium...	4.76	5.00	6.72
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Medium and good...			
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Average weight, lbs.			
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Average cost			
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Lambs:			
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90 lbs. down, Gd. & ch.	5.68	6.02	7.97
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90 lbs. down, Medium...	4.76	5.00	6.72
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Medium and good...			
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Average weight, lbs.			
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Average cost			
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Lambs:			
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90 lbs. down, Gd. & ch.	5.68	6.02	7.97
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90 lbs. down, Medium...	4.76	5.00	6.72
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Medium and good...			
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Average weight, lbs.			
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Average cost			
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Lambs:			
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90 lbs. down, Gd. & ch.	5.68	6.02	7.97
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90 lbs. down, Medium...	4.76	5.00	6.72
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Medium and good...			
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Average weight, lbs.			
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Average cost			
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Lambs:			
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90 lbs. down, Gd. & ch.	5.68	6.02	7.97
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90 lbs. down, Medium...	4.76	5.00	6.72
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Medium and good...			
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Average weight, lbs.			
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Average cost			
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Lambs:			
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90 lbs. down, Gd. & ch.	5.68	6.02	7.97
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90 lbs. down, Medium...	4.76	5.00	6.72
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Medium and good...			
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Average weight, lbs.			
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Average cost			
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Lambs:			
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90 lbs. down, Gd. & ch.	5.68	6.02	7.97
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90 lbs. down, Medium...	4.76	5.00	6.72
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Medium and good...			
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Average weight, lbs.			
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Average cost			
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Lambs:			
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90 lbs. down, Gd. & ch.	5.68	6.02	7.97
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90 lbs. down, Medium...	4.76	5.00	6.72
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Medium and good...			
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Average weight, lbs.			
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Average cost			
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Lambs:			
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90 lbs. down, Gd. & ch.	5.68	6.02	7.97
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90 lbs. down, Medium...	4.76	5.00	
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RECEIPTS AT CENTERS

SATURDAY, JANUARY 9, 1932.

	Cattle.	Hogs.	Sheep.			
Chicago	500	14,000	5,000			
Kansas City	250	14,000	2,000			
Omaha	400	14,000	2,000			
St. Louis	275	4,500	550			
St. Joseph	100	4,000	250			
Sioux City	200	9,000	500			
St. Paul	500	6,000	1,500			
Oklahoma City	100	800	100			
Fort Worth	300	800	100			
Milwaukee	200	100	100			
Denver	100	300	1,800			
Louisville	200	600	100			
Wichita	200	1,900	400			
Indianapolis	100	2,000	100			
Pittsburgh	100	2,000	300			
Cincinnati	200	2,500	300			
Buffalo	100	1,800	300			
Cleveland	100	1,200	200			
Nashville	100	500	...			

MONDAY, JANUARY 11, 1932.

	Cattle.	Calves.	Hogs.	Sheep.		
Chicago	19,000	75,000	40,000			
Kansas City	17,000	9,000	13,000			
Omaha	10,000	23,000	24,000			
St. Louis	4,500	22,000	1,500			
St. Joseph	3,000	7,000	4,500			
Sioux City	3,300	16,000	8,000			
St. Paul	3,200	30,000	15,000			
Oklahoma City	900	1,800	500			
Fort Worth	2,500	1,800	4,500			
Milwaukee	900	1,000	2,000			
Denver	3,600	6,200	500			
Louisville	1,000	1,000	100			
Wichita	1,400	3,000	600			
Indianapolis	500	5,000	1,000			
Pittsburgh	600	4,800	4,000			
Cincinnati	2,200	3,800	100			
Buffalo	1,100	7,500	6,000			
Cleveland	1,000	4,600	5,100			
Nashville	500	500	100			

TUESDAY, JANUARY 12, 1932.

	Cattle.	Calves.	Hogs.	Sheep.		
Chicago	7,500	30,000	16,000			
Kansas City	6,000	5,500	8,000			
Omaha	6,000	21,000	13,500			
St. Louis	5,000	11,000	2,000			
St. Joseph	1,700	6,000	4,000			
Sioux City	2,000	18,000	2,000			
St. Paul	2,000	18,000	1,500			
Oklahoma City	1,200	1,300	200			
Fort Worth	1,700	900	700			
Milwaukee	700	2,800	300			
Denver	500	3,600	2,400			
Louisville	200	800	100			
Wichita	500	1,900	200			
Indianapolis	1,200	5,000	2,000			
Pittsburgh	...	1,800	1,000			
Cincinnati	500	4,300	1,000			
Buffalo	...	2,500	300			
Cleveland	300	3,700	2,100			
Nashville	100	300	600			

WEDNESDAY, JANUARY 13, 1932.

	Cattle.	Calves.	Hogs.	Sheep.		
Chicago	12,000	25,000	15,000			
Kansas City	4,000	5,000	9,000			
Omaha	5,500	23,000	9,000			
St. Louis	2,000	10,000	800			
St. Joseph	1,600	6,000	3,400			
Sioux City	2,500	20,000	1,000			
St. Paul	2,400	22,000	2,800			
Oklahoma City	900	1,300	200			
Fort Worth	2,100	1,200	1,800			
Milwaukee	600	1,500	1,400			
Denver	800	3,400	1,200			
Louisville	200	700	100			
Wichita	600	1,400	200			
Indianapolis	800	4,000	2,000			
Pittsburgh	...	1,800	800			
Cincinnati	500	4,300	500			
Buffalo	300	3,800	400			
Cleveland	1,000	1,400	2,000			
Nashville	100	200	400			

THURSDAY, JANUARY 14, 1932.

	Cattle.	Calves.	Hogs.	Sheep.		
Chicago	4,500	33,000	25,000			
Kansas City	2,000	5,000	18,000			
Omaha	4,000	24,000	14,000			
St. Louis	1,700	9,500	1,500			
St. Joseph	1,000	5,500	5,500			
Sioux City	3,000	19,000	2,500			
St. Paul	2,800	16,000	4,500			
Oklahoma City	300	1,500	800			
Fort Worth	1,500	600	3,500			
Milwaukee	500	1,400	200			
Denver	1,400	5,200	3,100			
Louisville	200	500	100			
Wichita	200	2,000	300			
Indianapolis	500	5,000	1,000			
Pittsburgh	1,000	1,000	1,000			
Cincinnati	700	4,700	300			
Buffalo	100	1,700	1,000			
Cleveland	400	1,300	1,100			
Nashville	100	500	300			

FRIDAY, JANUARY 15, 1932.

	Cattle.	Calves.	Hogs.	Sheep.		
Chicago	1,500	23,000	15,000			
Kansas City	500	2,500	3,000			
Omaha	600	8,000	11,500			
St. Louis	700	6,500	800			
St. Joseph	400	4,000	4,500			
Sioux City	1,200	11,000	4,500			
St. Paul	2,200	1,100	5,000			
Oklahoma City	400	800	100			
Fort Worth	1,400	1,300	3,000			
Milwaukee	300	500	100			
Denver	1,300	1,200	4,400			
Louisville	200	800	100			

THE NATIONAL PROVISIONER

January 16, 1932.

MORE LAMBS ON FEED.

A considerable increase in the number of lambs on feed on January 1, 1932, over those of one and two years ago and over the five-year-average on that date is reported by the U. S. Bureau of Agricultural Economics. The number on feed in the principal feeding states on January 1 this year was 6,186,000 head, compared with 5,428,000 head a year earlier, an increase of 14 per cent. The five-year-average was 4,982,000 head. The number was larger this year in both the Corn Belt and the Western states. The largest Corn Belt increases were in Ohio, Michigan, Iowa, Nebraska and Kansas. The number on feed in the Corn Belt this year total 3,303,000 head and in the Western states, including North Dakota and Texas, 2,883,000 head.

DEC. FEDERAL SLAUGHTERS.

An increase is shown in the number of hogs and sheep slaughtered under federal inspection during December, 1931, over the same month last year, according to the following report of the federal meat inspection service:

Cattle. Calves. Hogs. Sheep.

Baltimore 6,062 960 81,095 1,963

Buffalo 7,888 1,520 85,580 6,063

Chicago 130,834 36,738 888,277 277,180

Cincinnati 12,387 6,063 31,457 10,300

Cleveland 5,712 3,553 49,096 14,273

Denver 7,768 1,446 32,213 15,979

Detroit 5,800 5,564 72,981 16,131

Fort Worth 23,364 17,399 20,466 24,547

Indianapolis 9,326 2,564 127,506 4,662

Kansas City 10,962 16,220 306,647 151,881

Los Angeles 10,055 2,422 34,719 37,030

New York 10,055 2,422 34,719 37,030

Omaha 9,643 2,262 30,000 16,066,570

St. Louis 10,580 6,834 183,440 6,985

St. Paul 12,000 2,882 34,738 37,030

Hide and Skin Markets

Chicago.

PACKER HIDES—Trading continued quiet in the packer hide market throughout the eleventh week of the deadlock between packers and tanners regarding the elimination of the 4 per cent charge for trimming hides. The only interesting event of the week was the sale by a New York packer of 3,000 all-weight cows at 5½c on the old basis, with the 4 per cent added for trimming of hides, going to a tanner understood to be a member of the Council. So far, no follow-up business has been reported, despite various rumors.

Preliminary figures on estimated shoe production for December, released by New York Hide Exchange, in direct contrast with the usual seasonal decline, registered a marked increase with the figures for December estimated at 19,200,000 pairs, against 18,470,000 pairs in November and 10 per cent over December, 1930. This late upturn, following the seasonal decline in October and November, brought the estimated total production for the year to 315,836,000 pairs, or 3.8 per cent over 1930 output, despite the low production during the first two months of the year.

With the reduced wettings of hides, tanners have been able to work down their inventories of leather to a considerable extent and, with the spring season at hand, this early upturn in shoe production is an encouraging factor.

In the continued absence of trading to establish the market, prices are still quoted nominally, based on last sales of packer hides, with last trading by outside independent packers at a half-cent less, generally.

Native steers quoted 8c, nom., and extreme native steers 7c, nom.

Butt branded steers quoted 8c, nom., Colorados 7½c, nom.; heavy Texas steers 8c, nom., light Texas steers, 7c, nom., and extreme light Texas steers 6½c, nom.

Heavy native cows quoted 7c last paid in big packer market; light native cows 7c, nom., and branded cows 6½c, nom.

Native bulls, November-December take-off, last sold at 4½c, and branded bulls at 3¾c.

FOREIGN WET SALTED HIDES—In South American market, 8,000 Anglo steers sold early at \$23.75 gold, equal to 7½c, c.i.f. New York, as against \$24.00, or 7¾c, late last week; 4,000 Nacional Uruguay steers also sold equal to 7½c. Later, 4,000 LaBlancas and 4,000 Sansineras sold at \$24.00, or 7¾c. This market well sold up now.

SMALL PACKER HIDES—One local small packer sold about 5,000 December hides at close of last week, production of three outside plants, at 6½c for all-weight native steers and cows and 5¾c for branded, for untrimmed hides.

In Pacific Coast market, last sales were at 5½c for steers and 5c for cows, flat, f.o.b. shipping points, for untrimmed hides. One big packer announced this week that hides would no longer be trimmed at their Pacific Coast plant.

COUNTRY HIDES—Country market appears about steady, with some scattered trading. All-weights are in good demand at 5c, selected, delivered, but usually held at 5½c. Heavy steers

and cows quotable at 5c, selected, last paid. Buff weights sold at 5½c and in fair demand at this price. Extremes range 6½c@6½c; these prices available for good lots, with badly grubby hides offered. Bulls slow around 3c, flat. All-weight branded listed 4@4½c, flat, less Chicago freight.

CALFSKINS—Last trading in packer calfskins was at 8c for December skins from a very light average point, with the market on heavier average points quoted nominally around 9c.

Chicago city calfskins were sold in a good way by a collector at 6½c for 8/10-lb. and 7½c for 10/15-lb., upwards of 50,000 skins reported involved; an earlier sale of a choice lot of 10/15-lb. was reported at 8½c. Outside cities quoted around 7@7½c; mixed cities and countries 6½c@6½c; straight countries around 6c. Car of Chicago city light calf and deacons sold at 45c.

KIPSKINS—Kipskins continue in fairly good demand and moving at steady to firm prices. One packer sold December production at 8½c for northern natives, 7½c for over-weights and 6½c for brands; another packer sold January production of over-weights, a carload, at 7½c for northerns; a third packer sold January over-weights at 7½c for northerns and 7c for southerns, and November-December branded at 6½c.

Car of Chicago city kipskins sold at 7½c, with some quoting up to 7½c, nom. Outside cities quoted 7@7½c; mixed cities and countries 6½c@7c; straight countries about 6c.

Packer regular slunks last sold at 37½c for December.

HORSEHIDES—Market a shade easier, with good city renderers available at \$2.25@2.50. mixed city and country lots at 1.75@2.00.

SHEEPSKINS—Dry pelts steady at 9c, Chicago, paid for full wools, short wools at half-price. Demand for shearlings is light and quality running poorer but very few are coming out, with market quoted 30@35c for No. 1 lamb shearlings and 20@25c for No. 2's; demand for No. 2's better than for No. 1's, due to current quality. Pickled skins were cleaned up earlier to end of year at \$2.25@2.37½ per doz. for the better quality then available; current skins are running cocky and market generally quoted around \$1.75 per doz., some quoting down to \$1.50. Small packer lamb pelts firmer at 65@70c.

PIGSKINS—One packer sold a car No. 1 strips, 5½ in. by 18 in., for tanning at 5c, Chicago.

New York.

PACKER HIDES—The feature of the market this week was the sale by a packer of 3,000 September to January, inclusive, all-weight cows at 5½c, old basis, to a tanner understood to be a member of the Council. Rumors were abroad late this week of some further business pending on same basis. While the price appears low, the fact that the 4 per cent trimming charge was added caused considerable comment in the trade, this being the first defection from the tanners' ranks.

CALFSKINS—Calfskin market active, upwards of 125,000 reported sold; prices a shade easier on light end, with heavier skins steady. The 5-7 cities sold at 60c, with some reported at a shade

less; 7-9's sold at 70@80c; and 9-12's at \$1.15@1.25, as to cities and packers.

New York Hide Exchange Futures.

Saturday, January 9, 1932—Close: Jan. 6.35n; Feb. 6.50n; Mar. 6.65 sale; Apr. 6.85n; May 7.05n; June 7.25@7.29; July 7.45n; Aug. 7.65n; Sept. 7.84@7.90; Oct. 8.00n; Nov. 8.20n; Dec. 8.45@8.55. Sales 6 lots.

Monday, January 11, 1932—Close: Jan. 6.40n; Feb. 6.55n; Mar. 6.70@6.75; Apr. 6.85n; May 7.05n; June 7.25@7.29; July 7.40n; Aug. 7.60n; Sept. 7.80@7.85; Oct. 8.00n; Nov. 8.15n; Dec. 8.35@8.45. Sales 5 lots.

Tuesday, January 12, 1932—Close: Jan. 6.35n; Feb. 6.50n; Mar. 6.65@6.75; Apr. 6.80n; May 7.00n; June 7.20@7.25; July 7.35n; Aug. 7.55n; Sept. 7.76 sales; Oct. 7.95n; Nov. 8.10n; Dec. 8.25@8.40. Sales 6 lots.

Wednesday, January 13, 1932—Close: Jan. 6.35n; Feb. 6.50n; Mar. 6.66@6.75; Apr. 6.80n; May 7.00n; June 7.15@7.25; July 7.35n; Aug. 7.55n; Sept. 7.75@7.85; Oct. 7.95n; Nov. 8.15n; Dec. 8.30@8.40. Sales 30 lots.

Thursday, January 14, 1932—Close: Jan. 6.40n; Feb. 6.55n; Mar. 6.72@6.80; Apr. 6.90n; May 7.10n; June 7.25@7.25; July 7.50n; Aug. 7.65n; Sept. 7.90 sale; Oct. 8.10n; Nov. 8.25n; Dec. 8.45@8.50. Sales 24 lots.

Friday, January 15, 1932—Close: Jan. 6.40n; Feb. 6.55n; Mar. 6.70@6.80; Apr. 6.90n; May 7.10n; June 7.25@7.25; July 7.45n; Aug. 7.60n; Sept. 7.82@7.90; Oct. 8.00n; Nov. 8.15n; Dec. 8.35@8.45. Sales 10 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Jan. 15, 1932, with comparisons, are reported as follows:

PACKER HIDES.			
Week ended	Prev.	Cor. week.	
Jan. 15.	week.	1931.	
Spkr. nat. strss.	@ 9n	@ 9n	@ 11n
Hvy. nat. strss.	7½@ 8n	7½@ 8n	@ 9½
Hvy. Tex. strss.	7½@ 8n	7½@ 8n	@ 9½
Hvy. butt brnd'd strss.	7½@ 8n	7½@ 8n	@ 9½
Hvy. Col. strss.	7@ 7½n	7@ 7½n	@ 9
Ex-light Tex. strss.	6@ 6½n	6@ 6½n	@ 7
Brnd'd cows. 6@ 6½n	6@ 6½n	6@ 6½n	@ 7
Hvy. nat. cows	6½@ 7n	6½@ 7n	@ 7½
Lt. nat. cows	6½@ 7n	6½@ 7n	@ 7½
Nat. bulls ..	4½@ 4½n	4½@ 4½n	@ 5½
Brnd'd bulls ..	3½@ 3½n	3½@ 3½n	4½@ 5n
Calfskins ..	8@ 9n	8@ 9n	15½@ 16
Kips. nat. ..	8½@ 8½n	8½@ 8½n	@ 13
Kips. ov-wt. ..	7½@ 7½n	7½@ 7½n	@ 11
Kips. brnd'd. 6½@ 6½n	6½@ 6½n	6½@ 6½n	@ 9
Slunks. reg. ..	37½@ 30n	37½@ 30n	@ 90
Slunks. hrs. 20@ 30	20@ 30	20@ 30	@ 30n

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

Nat. all-wts.	6½@ 6½	6½@ 6½	@ 7½b
Nat. 5½c	5½@ 5½	5½@ 5½	@ 7b
Nat. bulls ..	4½@ 4½n	4½@ 4½n	5@ 5½n
Brnd'd bulls ..	3½@ 3½n	3½@ 3½n	4@ 4½n
Calfskins ..	7@ 7½n	7@ 7½n	14½@ 15
Kips. ..	7½@ 7½n	7½@ 7½n	12@ 13
Slunks. reg. ..	30n	30n	90n
Slunks. hrs. ..	15n	15n	25n

COUNTRY HIDES.

Hvy. steers ..	@ 5	@ 5	5@ 5½n
Hvy. cows ..	@ 5	@ 5	5@ 5½n
Buff. ..	5½@ 5½	5½@ 5½	@ 6
Extremes ..	6½@ 6½	6½@ 6½	7@ 7½
Bulls ..	3@ 3	3@ 3	@ 4
Calfskins ..	6@ 6	6@ 6	@ 5n
Shearlings ..	6@ 6	6@ 6	@ 5n
Light calfs ..	25@ 25	25@ 25	@ 5n
Deacons ..	25@ 25	25@ 25	@ 5n
Slunks. reg. ..	10@ 10	10@ 10	40@ 50
Slunks. hrs. ..	5@ 5	5@ 5	10@ 10n
Horsehides ..	1.40@ 2.50	1.50@ 2.75	2.00@ 2.85

SHEEPSKINS.

Pkr. lambs ..	.....	.....	60@ 65
Sml. pkr. lambs ..	65@ 70	60@ 65	50@ 55
Pkr. shearlings ..	30@ 35	30@ 35	40@ 45
Dry pelts ..	@ 9	@ 9	@ 6

Chicago Section

Purchases of livestock at Chicago by principal packers, for the first four days of this week totaled 16,468 cattle, 5,549 calves, 47,598 hogs and 51,815 sheep.

Fred S. White, well-known packing-house equipment and supply salesman, has joined the sales force of Jess V. Lake, Inc., of New York, and will represent this casings house in the Chicago territory.

L. Harry Freeman, former packer and provision operator, was a visitor on the board during the week. Mr. Freeman has been in the East for some time and during the past few months has spent much time in Wall Street.

The new provision committee of the Chicago Board of Trade is headed by J. C. Wood as chairman, and includes Archer E. Hayes, C. V. Essroger, Chas. E. Herrick, Chas. J. Roberts, G. C. Shepard and T. Gadsden.

A meeting of the Traffic Committee of the Institute of American Meat Packers this week brought to Chicago Harry W. Davis of John Morrell & Co., Ottumwa, Ia.; Joseph T. Madden of Cudahy Bros. Co., Cudahy, Wis.; and O. W. O'Berg, of Geo. A. Hormel & Co., Austin, Minn.

Fred Krey, president of the Krey Packing Co., St. Louis, Mo., departed this week with Mrs. Krey and her sister, Mrs. Kathryn Everts, for Tucson, Ariz., where they have taken a cottage for the next two months. After that they will motor to California for the balance of the winter and spring.

In town for the Institute meeting of the Committee on Interpretation and Appeals were B. C. Dickinson of Louis Burk, Inc., and president of Wm. Moland's Sons, Philadelphia, Pa.; Geo. M. Foster, vice-president, John Morrell & Co., Ottumwa, Ia.; Wm. F. Schluderberg, president of Wm. Schluderberg-T. J. Kurde Co., Baltimore, Md.

Alonzo Newton Benn, general man-

ager of the G. H. Hammond Company, Chicago, retired on January 1 after 45 years in the packing business, and will devote his time to his personal interests. It is not generally known that Mr. Benn is a prolific inventor of packinghouse devices, and he has several patents which will be actively developed for the benefit of the industry.

Ross Trullinger, who has been associated with the executive control of the pork division of Armour and Company, has been appointed general assistant to Vice President H. G. Mills, who is in charge of plant operations. George Dunlap has been named assistant to Mr. Trullinger. He will be in charge of the company's Board of Trade operations and will have other general duties. Mr. Dunlap was for many years in charge of dry salt meat sales. T. E. Hanley, Jr., is the company's representative on the Board of Trade.

Among out-of-town packers who attended the meeting of the Business Survey Committee of the Institute of American Meat Packers this week were the following: D. W. Allerdice, in charge of the beef department of Kingan & Company, Indianapolis, Ind.; R. H. Daigneau, vice-president, abattoir division, Geo. A. Hormel & Co., Austin, Minn.; Jay E. Decker, president, Jacob E. Decker & Sons, Mason City, Ia.; Wm. Diesing, vice-president, The Cudahy Packing Co., Omaha, Neb.; T. Henry Foster, president, John Morrell & Co., Ottumwa, Ia.; Louis W. Kahn, president, E. Kahn's Sons Co., Cincinnati, O.; J. W. Rath, president, Rath Packing Co., Waterloo, Ia.; E. A. Schenk, vice-president, Columbus Packing Co., Columbus, O.; Samuel Slotkin, president, Hygrade Food Products Corp., New York, N. Y.

Provision shipments from Chicago for the week ended January 9, 1931, with comparisons, were as follows:

	Week Jan. 9.	Previous week.	Same week, '30.
Cured meats, lbs.	11,906,000	8,925,000	9,847,000
Fresh meats, lbs.	54,182,000	34,214,000	48,749,000
Lard, lbs.	9,872,000	6,998,000	6,683,000

CUDAHY HONORS EXECUTIVES.

At the annual meeting of stockholders of the Cudahy Packing Company on January 11 C. G. Marhoff and A. W. Ruf were elected directors of the company, succeeding J. M. Cudahy and G. C. Shepard, resigned. At its meeting immediately following the board of directors elected Mr. Marhoff and Messrs. F. W. Hoffman and D. J. Donohue as vice presidents. All four have been identified with the company for many years.

Mr. Ruf, the company's purchasing agent since 1901, began his career with the Armour-Cudahy Packing Company at Omaha when a youth. He has served continuously with the Cudahy Company since its establishment in 1890.

Mr. Marhoff entered the Cudahy employ thirty-one years ago. In 1921 he was placed in charge of the Old Dutch Cleanser department, a post he has since filled.

Mr. Hoffman also won his way to his present position through long service. He joined the Cudahy forces as a boy in 1901 and has held various positions of responsibility. He has served as general manager of the Cudahy facilities at North Salt Lake, at Jersey City and at St. Paul. For the past year he has been in charge of the company's produce department, with headquarters at Chicago. Mr. Hoffman takes over the position as manager of the pork department made vacant by the retirement of Mr. Shepard.

Mr. Donohue has been advanced to vice presidency of the company after only a little more than fifteen years' service. He entered the Cudahy employ as a stenographer in 1916. During the world war he served overseas and at the close of hostilities returned to the Cudahy organization. He was sent to London as representative of the company and later was placed in charge of the dry sausage and casing departments. Two years ago he was made manager of all the company's branch house and car route departments.



FOUR CUDAHY BOYS WHO CLIMBED TO THE TOP.

Directors of the Cudahy Packing Company recognize a quartet of employees who have earned promotion through able service. Left to right—Director A. W. Ruf, head of the purchasing department; Vice President F. W. Hoffman, head of the pork department; Vice President D. J. Donohue, head of the branch house and car route departments; Vice President C. G. Marhoff, head of the Old Dutch Cleanser department.



PACKERS COMMISSION CO.

FORTY-SECOND FLOOR :: BOARD OF TRADE BLDG.
EXCLUSIVE PACKERS REPRESENTATIVES
PACKING HOUSE PRODUCTS
CHICAGO
SPECIALIZING IN—DRESSED HOGS—FROM THE CORN BELT
CROSS AND KELLY CODES :: LONG DISTANCE PHONE WEBSTER 3113

LEGG CLIMBS ON QUALITY.

In a year of depression a concern furnishing supplies to the meat industry reports a 32 per cent increase in volume and a 14 per cent increase in net profits over the previous year. These were the figures reported at the recent annual sales convention of the A. C. Legg Packing Co., Birmingham, Ala., manufacturers of Old Plantation sausage seasoning.

Important policy announcements were made by President J. V. Cowart, to the effect that the A. C. Legg Packing Co. would eventually become a property of the employees who have helped build its products to a place of international acceptance. It was also announced that all material used in these products is now analyzed and approved by the world's largest research and testing laboratories, the Pittsburgh Testing Laboratories. This means that every bag and shipment will contain the label of this research organization and also the label of Good Housekeeping, Modern Priscilla and the Delineator, in recognition of popular acceptance of this famous sausage flavor.

P. Hicks Cadle, director of sales, was elected to the first vice presidency, succeeding the late O. R. Dunn.

I. P. Renfroe, district manager of the Southern Mississippi area, was awarded a loving cup as having attained first place in sales volume in 1931, while W. A. Gee, Missouri Valley area district manager, was awarded a prize for most new accounts established in 1931.

A new junior sales organization plan has been put into effect. These new junior salesmen will work directly under the ten district managers covering the entire United States. The district managers in attendance at the convention were Geo. R. Anderson, Los Angeles, of the Pacific Coast area; W. A. Gee, Omaha, Missouri Valley area; H. C. Goetsch, Chicago, Northern Mississippi Valley area; Clay Y. Hart, Birmingham, Ala., Tennessee Valley area; E. G. Inlay, Pittsburgh, Pa., Eastern Great Lakes area; J. B. King, Charlotte, N. C., Southern Atlantic

Coast area, with his two junior salesmen, E. E. Sellers, Statesville, N. C., and James E. Phillips, Atlanta, Ga.; I. P. Renfroe, Little Rock, Southern Mississippi Valley area; E. W. Lewis, New York area.

HOFFMAN'S 20th ANNIVERSARY.

The J. S. Hoffman Company, sausage, dried beef and cheese specialists, of Chicago and New York, are celebrating their twentieth anniversary this week. From a very humble beginning they have built up a business that makes them an outstanding leader in the industry today. The business began twenty years ago in a small building located at 219 Franklin st., Chicago. It grew to such a point that it was necessary seven years ago to build a modern structure, located at Illinois and Orleans streets, the present headquarters, which is conceded to be the finest plant of its kind in the country devoted exclusively to the handling of cheese, sausage, dried beef and corned beef. In addition to this Chicago building they operate their Eastern division in New York City, at 181 Franklin st., where a six-story building is occupied and in Wisconsin they have plants located at strategic points, such as Mt. Horeb, Monroe, etc.

The business was founded by J. S. Hoffman on January 20, 1912. The majority of the present organization grew with the company, and their slogan has always been "Through Combined Efforts Growth Will Be Rapid." The founder, a much-loved figure in the industry, died in January, 1930, and since that time the business has been headed by Harry I. Hoffman as president. Because of the highly specialized nature of the products the J. S. Hoffman Company produce and distribute their success has been due to development of consistent quality on all items, so much so that this company is recognized by the trade in general for their fine quality and regarded as specialists in their line.

HEAR CONSENT DECREE APPEAL.

The Supreme Court of the United States will on February 29 hear arguments on the appeal from the packers' consent decree modification ruling. A year ago the Supreme Court of the District of Columbia ordered modification of the decree to permit the large packers to handle food products other than meat and related lines. The government and two national wholesale grocers associations opposed the order and petitioned the Supreme Court for a review. The case has been in litigation much of the time since the decree was entered into in 1920.

TEXAS PACKING PIONEER GONE.

Charles M. Billings, who established the first packing plant in Fort Worth, Texas, 30 years ago, died on Christmas Day in a Fort Worth hospital. He came to this country fifty years ago from Alsace-Lorraine and engaged for several years in the ranching business near San Angelo.

NOV. BUTTER PRODUCTION.

Creamery butter production in the United States during November, 1931, is estimated at 112,001,500, a decrease of 7.48 per cent from the October production but an increase of 9.85 per cent over November, 1930. Minnesota was the largest producer, with Iowa second.

Gereke-Allen Carton Co.

17th & Chouteau Blvd.
ST. LOUIS, MO.

Our Display Containers and Cartons are made to suit your individual requirements.

And G-A Designs have an exceptional and outstanding sales appeal and attraction.

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F. C. ROGERS, INC.

NINTH AND NOBLE STREETS

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HEINEMAN-HAMAN, Inc.
402-410 West 14th Street
New York City
PROVISION BROKERS
Packing House Products

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading Thursday,
January 14, 1932.

REGULAR HAMS.			
	Green. Standard.	Sweet Standard.	Pickled. Fancy.
8-10	9½	9½	10½
10-12	8½	9	10
12-14	8	8½	9½
14-16	8	8½	9½
10-16 range	8	...	...

	BOILING	HAMS.	
	Green.	Sweet	Pickled.
	Standard.	Standard.	Fancy
16-18	8	8%	9%
18-20	8	8%	9%
20-22	8	8%	9%
16-22 range	8	...	...

SKINNED HAMS.			
Green.	Sweet Pickled.		
Standard.	Standard.	Fancy.	
10-12	8%	10 1/4	11 1/4
12-14	8%	10	11

14-16	8%	10	11
16-18	8%	10	11
18-20	8%	10	11
20-22	8%	9%	11
22-24	7%	9%	...
24-26	7%	8%	...
26-30	7%	7%	...
30-35	6%	7%	...

PIONICS.		Sweet Pickled.	
Green. Standard.	Sh. Shank.	Standard.	Sh. Shank.
4-6	6	5%	6½
6-8	5½	5½	6½

8-10	5%	5%	6%
10-12	5%	5%	6%
12-14	5%	5%	6%

BELLIES.

Green.		Cured.	
Sq. Sds.	S.P.	Sq.	Dry Cured.
6-8	8	84	84
8-10	8	84	84
10-12	74	74	84

12-14	7	7 1/2	8
14-16	7	7 1/2	7 1/2
16-18	6 1/2	7	7 1/2

D. S. BELLIES.
Clear. Standard. Fancy. Rib.

14-16	...	...	...
16-18	6%	7%	...
18-20	5%	7%	...
20-25	5%	7%	5%

25-30	5%	7 1/2	5%
30-35	5 1/2	...	5 1/2
35-40	5 7/8	...	5 7/8
40-50	5 1/4	...	5 1/4
50-60	5 1/8	...	5 1/8

	Standard.	Export Trim.
8-10	4	4 $\frac{1}{4}$
10-12	4 $\frac{1}{4}$	4 $\frac{1}{2}$

12-14	5%	5½
14-16	6	6½
16-18	6½	6½
18-20	6½	6½

20-25	7	7½
OTHER D. S. MEATS.		
Extra short clears	25-45	51-61

Extra short ears	35-45
Extra short ribs	35-45
Regular plates	6-8
Clear plates	4-6
Long bracts	9-11

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

COVERAGE

COOPERAGE.		
Ash pork barrels, black iron hoops.	\$1.35	13 1/2%
Oak pork barrels, black iron hoops.	1.40	14 1/2%
Ash pork barrels, galv. iron hoops.	1.32 ^{1/2}	13 1/2%
White oak ham tierces.	2.37 ^{1/2}	24 1/2%
Red oak lard tierces.	1.82 ^{1/2}	18 1/2%
White oak lard tierces.	1.97 ^{1/2}	20 1/2%

第二章

SPICES.

(These prices are basis f.o.b. Chicago.)		Whole.	Ground.
Allspice		6	9
Cinnamon		12	16
Cloves		18	22
Coriander		5	7
Ginger		12	16
Mace		45	50
Nutmeg		12	16
Pepper, black		12	16
Pepper, Cayenne		..	24
Pepper, red		12	20
Pepper, white		16	20

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ended	Cor. week,
	Jan. 13, 1932.	1932.
Prime native steers—		
400-600	17 @ 18	
600-800	18 @ 18 1/2	
800-1000	16 @ 17	
Good native steers—		
400-600	15 @ 16	
600-800	14 1/2 @ 15 1/2	
800-1000	14 1/2 @ 15 1/2	
Medium steers—		
400-600	12 @ 13 1/2	
600-800	12 @ 13	
800-1000	12 @ 13	
Heifers, good, 400-600	11 @ 15	
Cows, 400-600	6 1/2 @ 9	
Hind quarters, choice	24	
Fore quarters, choice	13	

Beef Cuts.

	Week ended	Cor. week,
	Jan. 13, 1932.	1932.
Steer loins, prime	37	
Steer loins, No. 1	35	
Steer loins, No. 2	27	
Steer short loins, prime	47	
Steer short loins, No. 1	41	
Steer short loins, No. 2	30	
Steer loin ends (hips)	26	
Steer loin ends, No. 2	25	
Cow loins	16	
Cow short loins	19	
Cow loin ends (hips)	14	
Steer ribs, prime	30	
Steer ribs, No. 1	26	
Steer ribs, No. 2	21	
Cow ribs, No. 2	8 1/2	
Cow ribs, No. 3	6	
Cow steaks, prime	13	
Steer rounds, No. 1	12	
Steer rounds, No. 2	12	
Steer chuck, prime	12	
Steer chuck, No. 1	9 1/2	
Steer chuck, No. 2	9	
Cow rounds	9 1/2	
Cow chuck	8	
Steer plates	9 1/2	
Medium plates	4 1/2	
Briskets, No. 1	13	
Steer navel ends	7 1/2	
Cow navel ends	5	
Fond shanks	9	
Hind shanks	6	
Strip loins, No. 1, bns.	50	
Strip loins, No. 2	40	
Steer butter, No. 1	30	
Sirloin butts, No. 2	18	
Beef tenderloins, No. 1	60	
Beef tenderloins, No. 2	50	
Bump butts	18	
Flank steaks	20	
Shoulder clods	9	
Hanging tenderloins	8	
Insides, green, 6@8 lbs.	14	
Outsides, green, 5@6 lbs.	7 1/2	
Knuckles, green, 5@6 lbs.	9	

Beef Products.

Brains (per lb.)	6 @ 8	
Brains	5	
Tongue	17	
Sweetbreads	17	
Ox-tails, per lb.	12	
Fresh tripe, plain	5	
Fresh tripe, H. C.	8	
Livers	13 @ 17	
Kidneys, per lb.	9 1/2	

Veal.

Choice carcass	11 @ 12 1/2	15 @ 16
Good carcass	8 @ 10	10 @ 14
Good saddles	12 @ 16	20 @ 23
Good racks	9 @ 11	10 @ 15
Medium racks	4 @ 6	8

Veal Products.

Brains, each	6 @ 7	12
Sweetbreads	50	60
Calf livers	50 @ 56	60

Lamb.

Choice lambs	15 @ 18	18
Medium lambs	13 @ 16	16
Choice saddles	17 @ 24	24
Medium saddles	16 @ 22	22
Choice forces	10 @ 13	13
Medium forces	9 @ 12	12
Lamb fries, per lb.	25 @ 33	33
Lamb tongues, per lb.	12 @ 16	16
Lamb kidneys, per lb.	15 @ 25	25

Mutton.

Heavy sheep	4 @ 8	8
Light sheep	7 @ 10	10
Heavy saddles	5 @ 10	10
Light saddles	8 @ 14	14
Heavy forces	3 @ 6	6
Light forces	4 @ 8	8
Mutton legs	11 @ 14	14
Mutton loins	7 @ 10	10
Mutton stew	3 @ 6	6
Sheep tongues, per lb.	10 @ 16	16
Sheep heads, each	10 @ 10	10

THE NATIONAL PROVISIONER

Fresh Pork, Etc.

Pork loins, 8@10 lbs. av.	@10	16
Picnic shoulders	7	11
Tenderloins	25	40
Spare ribs	6 1/2	10
Boston butts	8	10
Boneless butts, cellar trim, 2@4	11	22
Hocks	7	10
Tails	6	10
Neck bones	3	5
Shank bones	7	14
Blade bones	7	13
Pigs' feet	3 1/2	6
Kidneys, per lb.	5	10
Boston in beef bungs, choice	13	25
Bologna in beef bungs, choice	13	25
Smoked liver sausage in hog bungs	3 1/2	6
Liver sausage in hog bungs	3 1/2	6
Smoked liver sausage in beef rounds	5	12 1/2
New England luncheon specialty	15	25
Minced lunched specialty, choice	15	25
Tongue sausage	19	25
Blood sausage	15	25
Sousage	15	25
Pork sausage	16	25

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	21	21
Country style sausage, fresh in link	18	18
Country style sausage, fresh in bulk	17	17
Frankfurts in sheep casings	16	16
Frankfurts in hog casings	15	15
Bologna in beef bungs, choice	13	25
Bologna in beef middies, choice	13	25
Smoked liver sausage in hog bungs	15	25
Liver sausage in hog bungs	18	25
Smoked liver sausage in beef rounds	12 1/2	25
New England luncheon specialty	19	25
Minced lunched specialty, choice	19	25
Tongue sausage	19	25
Blood sausage	15	25
Sousage	15	25
Pork sausage	16	25

DRY SAUSAGE.

Cervelat, choice, in hog bungs	38	38
Thuringer cervelat	38	38
Farmer	22	22
Holsteiner	22	22
B. C. salami, choice	37	37
Milano salami, choice, in hog bungs	31	31
C. C. salami, new condition	29	29
Frisse, choice, in hog middies	29	29
Genoese style salami	40	40
Pepperoni	27	27
Mortadella, new condition	36	36
Capicolla	36	36
Italian style hams	39	39
Virginia hams	39	39

SAUSAGE MATERIALS.

Regular pork trimmings	5	5
Special lean pork trimmings	6 1/2	6 1/2
Extra lean pork trimmings	8	8
Neck bone trimmings	4	4
Pork cheek meat	2	2
Pork hearts	2	2
Pork livers	8 1/2	8 1/2
Native boneless bull meat (heavy)	7	7
Boneless chuck	6 1/2	6 1/2
Shank meat	5	5
Beef trimmings	5	5
Beef hearts	3 1/2	3 1/2
Beef cheeks (trimmings)	5 1/2	5 1/2
Dressed canners, 350 lbs. and up	6 1/2	6 1/2
Dressed cutter cows, 400 lbs. and up	6 1/2	6 1/2
Dr. bologna bulls, 600 lbs. and up	6 1/2	6 1/2
Beef tripe	2	2
Pork tongues, canner trim S. P.	4	4

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

(Wholesale lots. Usual advances for smaller quantities.)		
Beef casings:		
Domestic rounds, 180 pack	28	28
Domestic rounds, 140 pack	35	35
Export rounds, wide	51	51
Export rounds, medium	28	28
Export rounds, narrow	22	22
No. 1 weasands	13	13
No. 2 weasands	.07	.07
No. 1 bungs	.18	.18
No. 2 bungs	.12	.12
Middles, regular	.95	.95
Middles, select, wide, 2@3 1/4 in. diameter	1.25	1.25
Middles, select, extra wide, 2 1/4 in. and over	2.25	2.25
Dried bladders:		
12-15 in. wide, flat	.70	.70
10-12 in. wide, flat	.55	.55
8-10 in. wide, flat	.55	.55
6-8 in. wide, flat	.45	.45
Hog casings:		
Narrow, per 100 yds.	2.75	2.75
Narrow, special, per 100 yds.	2.25	2.25
Medium, regular	1.10	1.10
Wide, per 100 yds.	.70	.70
Extra wide, per 100 yds.	.75	.75
Export bungs	.30	.30
Large prime bungs	.32	.32
Medium prime bungs	.12	.12
Small prime bungs	.04	.04
Middles, per set.	.20	.20
Stomachs	.08	.08

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	44.50
Small tins, 2 to crate	5.50
Large tins, 1 to crate	5.75
Frankfurts style sausage in sheep casings—	6.75
Small tins, 2 to crate	4.75
Large tins, 1 to crate	5.75

DRY SALT MEATS.

Extra short clears	5%
Short clear middies	5%
Clear bellies, 14@16 lbs.	6
Clear bellies, 20@24 lbs.	6
Rib bellies, 20@24 lbs.	6
Rib bellies, 25@30 lbs.	6
Fat backs, 10@12 lbs.	6
Fat backs, 14@16 lbs.	6
Regular plates	5%
Butts	5%

WHOLESALE SMOKED MEATS.

Fancy reg. hams, 14@16 lbs.	15 1/4
Fancy skd. hams, 14@16 lbs.	18
Standard reg. hams, 14@16 lbs.	15
Picnics, 4@8 lbs.	12
Fancy bacon, 6@8 lbs.	10
Standard bacon, 6@8 lbs.	14
No. 1 beef ham sets, smoked—	
Inside, 8@12 lbs.	
Outside, 5@6 lbs.	
Knuckles, 5@6 lbs.	24
Inside, 5@6 lbs.	24
Cooked hams, choice, skin on, fattened...	25
Cooked hams, choice, skinless, fattened...	24
Cooked picnics, skin on, fattened...	18
Cooked picnics, skinned, fattened...	19
Cooked loin roll, smoked...	21

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.	12.00
Honeycomb, 200-lb. bbl.	12.00
Pocket honeycomb tripe, 200-lb. bbl.	17.00
Pork feet, 200-lb. bbl.	16.50
Pork tongues, 200-lb. bbl.	35.00
Lamb tongues, long cut, 200-lb. bbl.	30.00
Lamb tongues, short cut, 200-lb. bbl.	37.00

BARRELED PORK AND BEEF.

Mess pork, regular	\$	14.50
Family back pork, 24 to 34 pieces	\$	19.00
Family back pork, 34 to 45 pieces	\$	18.50
Clear back pork, 40 to 50 pieces	\$	16.00
Cooked plate pork, 25 to 35 pieces	\$</td	

Retail Section

When Cuts Move Slowly Tests Give Dealer a Line on How to Figure to Avoid Loss

By M. F. Weber.*

Three factors are necessary for successful operation of a retail meat business — salesmanship, initiative and merchandising ability.

When a meat market becomes overstocked with certain cuts of meat some retailers are apt to attribute the situation to "seasonal demand" and let it go at that.

The real reason may be the retailer's neglect to display properly and to merchandise the slower moving cuts. The result is an accumulation of these cuts, and the retailer's stock becomes unbalanced, necessitating extra effort to prevent a loss.

For some reason or other hindquarters of beef may move slowly. When this happens the alert retailer can capitalize on the situation by using the proper merchandising methods and a little initiative.

Suggesting cuts from the hindquarter, and cutting and displaying them in an attractive manner, may make it possible to shift the demand to these cuts, particularly if reasonable prices are asked for them.

One point must be borne in mind, however.

*Prepared for California retail meat dealers.

When there is a brisk demand for rough meats, which makes it necessary to charge low prices for the prime cuts in order to move them, the retailer is prone to continue to sell the rough cuts at the regular prices. This procedure generally results in a loss. In a situation of this kind it is necessary to rearrange selling prices of all cuts in order to make the usual gross margin.

To assist the retail meat dealer along these lines two tests of hindquarters are given here. These give the selling prices of the various cuts based on a wholesale price of 15c lb.

Test No. 1 is based on the standard method of cutting. In test No. 2 the loin is sold in boned-out cuts. Both tests are based on a gross margin of 35 per cent.

TEST No. 1.

Standard Method of Cutting.

2 hindquarters of beef. 268 lbs. @ 15c lb. \$40.20.

To make 35 per cent of the selling price at 15c per pound wholesale cost, the average selling price of the whole hindquarter becomes 23.07c lb.

Cuts	Actual weight of cuts, lbs.	Selling price per lb.	Sales value.
Round steak	48	30c	\$14.40
Sirloin butt	18½	27c	4.98
Heel of round	13½	22c	2.97
Rump roast	28	20c	5.60
Sirloin and tenderloin steaks	53	32c	16.96
Porterhouse steaks	36	35c	12.60
Kidney	2	12c	.24
Center cut shank	6	10c	.60
Knuckle and rump bone	12½	03c	.37
Flank steak	3½	20c	.65
Hamburger or stew (trimmings)	13	18c	2.34
Suet and soft fat	21½	1c	.21
Waste and loss in cutting	12½	00c	.00
	268		\$61.93
			23.10c
			15.00c
			8.10c
Average selling price			
Wholesale cost			
Gross gain			

TEST No. 2.

This test is based on cutting round standard method and loins, filets, bones head loin, porterhouse, croquettes, etc.

Cuts	Actual weight of cuts, lbs.	Selling price per lb.	Sales value.
Round steak	48	30c	\$14.40
Sirloin butt	18½	27c	4.98
Heel of round	13½	22c	2.97
Rump roast	28	20c	5.60
Sirloin and tenderloin steaks	53	32c	16.96
Porterhouse steaks	36	35c	12.60
Kidney	2	12c	.24
Center cut shank	6	10c	.60
Knuckle and rump bone	12½	03c	.37
Flank steak	3½	20c	.65
Hamburger or stew (trimmings)	13	18c	2.34
Suet and soft fat	21½	1c	.21
Waste and loss in cutting	12½	00c	.00
	268		\$61.93
			23.10c
			15.00c
			8.10c
Average selling price			
Wholesale cost			
Gross gain			

1 hindquarter of beef. 100 lbs. @ 15c lb. \$16.20. To make 35 per cent of the selling price of a 15c per pound wholesale cost, the average selling price of the whole hindquarter becomes 23.07c per lb.

Cuts	Actual weight of cuts, lbs.	Selling price per lb.	Sales value.
Round steak	23	30c	\$9.00
Rump roast	12	20c	2.40
Heel of round	5½	22c	1.15
Knuckle and rump bones	6½	03c	.19
Center cut shank	4	10c	.40
Sirloin butt roast or steaks	9½	27c	2.63
Boned New York steaks	6½	50c	3.25
Top porterhouse club steak	7	45c	3.15
Fillet steaks	4½	80c	3.60
Flank steak	1	20c	.20
Kidney	½	12c	.08
Hamburger or stew meat	5	18c	.90
Suet and soft fat	12½	1c	.12
Waste, bone and trims	11	00c	.08
	100		\$23.15
Average selling price			\$23.07
Wholesale cost			15.00c
Gross gain			8.07c

NEWS OF THE RETAILERS.

S. W. Honeywell, recently of Jackson, Mich., has engaged in the meat business at Eaton Rapids, Mich.

Tom Homes and John Pearson have opened a meat market and grocery at 300 W. Hugitt ave., Iron Mountain, Mich.

Frank & Bob's Meat Market has been opened on San Pablo ave., Berkeley, Cal.

E. B. Fair has opened a meat market at 1473 Albina st., Portland, Ore.

The Hawthorne Market & Grocery has been opened at 271 Grand ave., Portland, Ore., by H. T. Coffee.

Oregon Market No. 7, 1204 Greeley, Portland, Ore., has been opened by R. J. Schoessler.

Portland Heights Grocery & Market has been opened at 552 Vista ave., Portland, Ore., by Strohecker's, Inc.

Elizabeth S. Boss has opened a meat market and bakery business at 1050 Division st., Portland, Ore., called "The Green Door."

John Pethe has retired from the Vernon Market, 618 Alberta, Portland, Ore.

La Tienda Mexicana, 431 N. Bunker Hill ave., Los Angeles, Cal., has engaged in meat and grocery business.

The Jenn Lou Market has engaged in the meat business at 5605 N. Huntington Drive, Los Angeles, Cal.

Brooklyn Meat Markets, Inc., Los Angeles, Cal., has been chartered with a capital stock of \$20,000.

A recent fire destroyed the meat shop of Graves & Eddins, Standardville, Va.

The Curby meat market and restaurant, Beaverville, Ill., has been damaged by fire.

Floyd Hodenfield and G. W. Grant have opened a meat market at Clear Lake, Ia.

Miller and Sons, Dunlap, Ia., have sold their meat market to Dufek and Bratka.

D. A. Hartley has recently opened a meat market and grocery at Salem, Ia.

The meat market of O. Olsen and Sons, Shevlin, Minn., has been sold to Oscar Bagne.

Robert Davidson, Hannaford, No.



BETTER RESULTS FROM DISPLAYS WITH A PURPOSE.

Well balanced demand for all cuts is desirable for the maximum profit. When demand for any particular cut or product slacks up it often can be stimulated by featuring the merchandise in displays or calling attention to its desirability on well placed store cards. In this store cards placed conspicuously are used generously to call attention to particular products and their prices. Price cards are also used liberally in the refrigerated display cases.

Dak., has recently opened a meat market.

Frank Henning, Lakota, No. Dak., has sold his meat market to Joe Bedard.

Bob White, Shorewood, Wis., plans to open a new food market at 3823 N. Oakland ave.

Al Lampe, Devil's Lake, No. Dak., has sold his meat market to H. L. Schulte.

Wm. Stephenson will open a meat market at Blue Springs, Nebr.

Fred Meininger and C. C. Kaufman recently opened a grocery and meat market at Morrill, Nebr.

Henry Lewis, Fordville, No. Dak., has sold his interest in his meat market to his partner, Louis Jehlicka.

COURSE IN MEAT CUTTING.

A working knowledge of the modern methods of cutting beef, pork, and lamb is the goal of animal husbandry faculty members from ten state universities and colleges who will assemble in Chicago next week to attend a meat cutting school sponsored by the National Live Stock and Meat Board. The school will open Monday morning, January 18, and continue throughout the week in the quarters occupied by the meat exhibit each year at the International Live Stock Exposition.

The class will be composed of P. A. Anderson of the University of Minnesota, R. S. Glasscock of the University of Missouri, C. W. McDonald of Iowa State College, D. L. Mackintosh of Kansas State Agricultural College, Fred C. Olson of the University of Illinois, A. S. Severson of North Dakota Agricultural College, W. J. Loeffel of the University of Nebraska, R. O. Roth of Ohio State University, J. B. Francioni, Jr., of Louisiana State University, and F. U. Fenn of South Dakota State College.

This will be the third school—or Meat Institute, as it is called—that the board has conducted. At its conclusion, college representatives from twenty-one states will have received instruction in the latest meat cutting methods. The first school was held at Ohio State University in September of 1930 and the second one at Massachusetts State College a year later. States represented at those two sessions were: Maryland, Massachusetts, Michigan, Pennsylvania, Kentucky, North Carolina, Ohio, West Virginia, Georgia, Connecticut, Virginia, and New Hampshire.

The men who will attend the meat cutting school are anxious to carry this work forward in their respective states. In fact a number of them already have been active, and have served as demonstrators at a number of meetings upon the request of the board. As a result of this cooperation, the board's educational work in this field has been expanded far beyond what otherwise could be accomplished.

Cooperating with the board in this school are the Chicago Union Stock Yards Company and the Institute of American Meat Packers.

Retail Shop Talk

WILL STUDY DELIVERY.

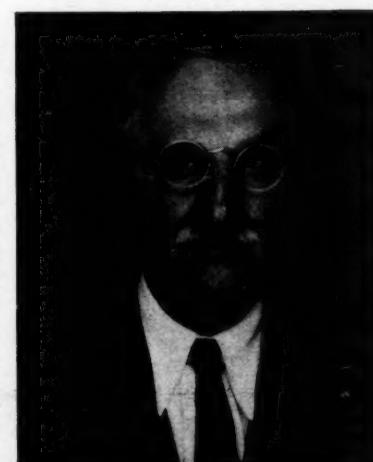
A special case study of the delivery problems and costs of retail stores in one of the major metropolitan areas of the country is being made by the U. S. Department of Commerce as a part of the retail delivery survey which the department is now making on a nation-wide basis.

Boston, Mass., is the site selected for this detailed inquiry. The city, with its densely-populated urban center and widespread metropolitan area of smaller cities, towns and suburban districts, is expected to afford a representative cross-section view of the principal delivery problems encountered by retail merchants in other cities throughout the country.

The special case study of retail delivery is planned to round out the more general picture of delivery conditions which the national survey will present.

Through the cooperation of the Retail Trade Board and other organizations the delivery records of representative Boston department stores, dry goods and specialty establishments are being made available for the study.

The case study will first determine the types of delivery facilities employed by the different stores, and the proportion of the delivery work which is handled by the stores' own delivery organizations, by cooperative delivery systems, and by consolidated services. To what extent deliveries by parcel post, local and railway express, special messenger and special truck enter into the general delivery picture will also be brought out.



QUARTER CENTURY IN SERVICE.

Leading the meat trade of his city for a quarter of a century is the proud record of A. Weinandy, secretary of the Toledo, O., Retail Meat Dealers Association. His recent re-election to the executive job was his twenty-fifth consecutive selection for this post.

As a second step, careful analysis will be made of the operation of individual delivery routes during certain periods of time. This phase of the study will deal with extent of territory covered, number of packages or "counts" delivered and number of times unable to deliver, number of C. O. D.'s delivered and number of C. O. D.'s refused, stops for pick-up of returned goods, and similar points.

Special observations will also be made of the extent of duplication of coverage in the same territory by all types of delivery agency. The facts brought out by the study will be used as the basis for a classification of delivery expenses, and a determination of the unit of the different forms of delivery service.

The results of the study are expected to present a typical picture of the delivery methods employed in the Boston area which may be used by merchants generally in developing economies and waste elimination in delivery in urban areas where similar conditions prevail.

APPEAL TO HELP MEAT SALES.

Confronted by the lowest prices for slaughter animals in 20 to 30 years, the Texas Live Stock Marketing Association recently called in the aid of advertising to help popularize meats.

In an open letter appearing in Fort Worth newspapers addressed to owners and managers of retail meat shops, hotels, restaurants and dining cars, the association said:

"This is to seek your cooperation in a matter of the utmost importance to practically every line of business in Texas. The livestock industry is experiencing one of the worst market situations in history. All classes of cattle, sheep and hogs, particularly slaughter animals, are selling at the lowest levels of prices within 20 to 30 years. It is needless to tell you how fundamentally important the livestock industry is to Texas. Prosperity in this, the biggest industry of this state, unquestionably would reflect benefit to practically every other line of business.

"One of the best means to correct this deplorable condition is to encourage the public to buy and consume more beef, pork and lamb. These meats are being sold wholesale by the packers at very low prices and all who retail, or serve, meats to the public should be able to reduce their prices proportionately. Such reduction in prices, backed up by proper advertising, unquestionably would stimulate demand and consumption. When good to choice animals can be purchased at the present low prices, it is prohibitive when steaks, chops and roasts are offered to the public at such high prices as still prevail in many retail meat shops, hotels, restaurants and dining cars.

"In view of these facts and conditions, may we ask you to cooperate with each other and with the livestock industry to the end of reducing meat prices, featuring meat specials and giving meats due advertising. The consuming public certainly should have the advantage of the present low prices of livestock which prevail. Your favorable action in this connection will help everybody and be tremendously appreciated."

New York Section

NEW YORK NEWS NOTES.

L. H. Edwards, small stock department, Armour and Company, Chicago, visited New York for a few days during the past week.

Donald Mackenzie, superintendent's office, Swift & Company, Chicago, spent a few days in New York during the past week and visited at the plant of the United Dressed Beef Company.

Visitors to New York from Armour and Company, Chicago, during the past week included Vice President and Treasurer Philip L. Reed, Comptroller E. L. Lalumier, and I. M. Hoagland, vice president in charge of sales.

R. W. Coryell, formerly with H. L. Woodruff & Co., Inc., and S. W. Woodruff, sales representative for F. G. Vogt & Sons, Inc., Philadelphia, have opened new offices at 410 West 14th street, New York, under the firm name of Woodruff & Coryell, provision brokers,

and will handle the New York sales of Vogt.

Vice president W. J. Cawley and J. J. Stavely, casings department, Wilson & Co., Chicago, visited New York for a few days during the past week. Edward Shute, superintendent, New York plant Wilson & Co., spent the past week in Chicago attending meetings of all superintendents of the company.

Employees of the Otto Stahl branch of Stahl-Meyer, Inc., gave a luncheon at the Fordham Tea Gardens for Miss Madeline Lane of the statistical department on January 16. Miss Lane will be married to William Griffin on February 6 and following a honeymoon trip to Georgia will return to her duties.

Meat and poultry seized and destroyed by the health department of the city of New York during the week ended January 9, 1932, were as follows: Meat—Brooklyn, 437 lbs.; Manhattan,

6,001 lbs.; Richmond, 9 lbs. Total, 6,447 lbs. Poultry—Brooklyn, 8 lbs.; Manhattan, 889 lbs.; Richmond, 14 lbs. Total, 911 lbs.

AMONG RETAIL MEAT DEALERS.

A new member, William Kubasch, was added to the roster of Eastern District Branch at its meeting Tuesday evening. He was proposed by Fred Stevens, a new member who now has two candidates to his credit. There was a talk on cooperative advertising by F. Miller. A minute's silence was observed in memory of Edward Scharfenstein. A nominating committee was appointed to prepare a slate for the annual election of officers in March, with Simon Levy as chairman. Al Haas and Theo. Meyer, directors of State Association, gave a report of the meeting of that body Monday. Executive secretary Fred Riester gave a report on the forthcoming ball. This will be held in Schwaben Hall, Brooklyn, February 11. A very fine vaudeville program has been arranged with dancing following. Two halls have been engaged this year and the slogan of "bigger and better than ever" will be carried out.

State president David Van Gelder installed the officers of the Bronx Branch elected for 1932. The ceremony took place January 6 in Ebling's Casino. Refreshments were served. There was a talk on the forthcoming ball to be held in Ebling's Casino, January 24.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Jan. 14, 1932:

FRESH BEEF:	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
YEARLINGS: (1) (300-550 lbs.):				
Choice	\$13.50@17.00	.....	\$13.00@15.50	.....
Good	11.00@13.50	.....	9.00@13.00	.....
Medium	10.00@11.00	.....	.....	.....
STEERS (550-700 lbs.):				
Choice	13.50@17.00	.....	13.00@15.50	15.00@16.00
Good	11.00@13.50	.....	9.00@13.00	10.00@13.50
STEERS (700 lbs. up):				
Choice	13.50@16.00	11.50@13.00	13.00@15.50	15.00@16.00
Good	11.00@13.50	10.00@11.50	9.00@13.00	10.00@13.50
STEERS (500 lbs. up):				
Medium	10.00@11.00	8.50@10.00	8.00@ 9.00	9.00@10.00
Common	8.50@10.00	7.50@ 8.50	.....	8.00@ 9.00
COWS:				
Good	8.50@ 9.50	8.00@ 8.50	8.00@ 9.00	8.50@ 9.50
Medium	7.50@ 8.50	7.00@ 8.00	7.00@ 8.00	8.00@ 8.50
Common	6.50@ 7.50	6.50@ 7.00	6.00@ 7.00	7.00@ 8.00
FRESH VEAL AND CALF CARCASSES:				
VEAL (2):				
Choice	11.00@12.00	14.00@15.00	16.00@18.00	14.00@15.00
Good	10.00@11.00	12.00@14.00	15.00@16.00	13.00@14.00
Medium	9.00@10.00	10.00@12.00	14.00@15.00	11.00@12.00
Common	8.00@ 9.00	9.00@10.00	13.00@14.00	9.00@10.00
CALF (2) (3):				
Good	7.50@ 8.50	.....	.....	.....
Medium	7.00@ 7.50	.....	.....	.....
Common	6.50@ 7.00	.....	.....	.....
FRESH LAMB AND MUTTON:				
LAMB (38 lbs. down):				
Choice	12.00@13.00	12.00@13.00	14.00@15.00	14.00@15.00
Good	11.50@12.50	10.50@12.00	13.00@14.00	13.00@14.00
Medium	10.00@12.00	9.00@10.50	12.00@13.00	12.00@13.00
Common	9.00@10.00	8.00@ 9.00	11.00@12.00	.....
LAMB (39-45 lbs.):				
Choice	12.00@13.00	12.00@13.00	14.00@15.00	14.00@15.00
Good	11.50@12.50	10.50@12.00	13.00@14.00	13.00@14.00
Medium	10.00@12.00	9.00@10.50	12.00@13.00	12.00@13.00
Common	9.00@10.00	8.00@ 9.00	11.00@12.00	.....
LAMB (46-55 lbs.):				
Choice	11.50@12.50	10.50@12.00	13.00@14.00	12.00@13.00
Good	10.50@11.50	9.50@11.00	12.00@13.00	11.00@12.00
MUTTON (Ewe) 70 lbs. down:				
Good	7.00@ 9.00	7.00@ 8.00	9.00@10.00	7.00@ 8.00
Medium	5.00@ 7.00	6.00@ 7.00	8.00@ 9.00	6.00@ 7.00
Common	4.00@ 5.00	5.00@ 6.00	7.00@ 8.00	5.00@ 6.00
FRESH PORK CUTS:				
LOINS:				
8-10 lbs. av.	8.00@10.00	10.00@11.00	10.00@12.00	10.00@11.00
10-12 lbs. av.	8.00@ 9.00	10.00@11.00	9.50@12.00	10.00@11.00
12-15 lbs. av.	8.00@ 8.50	9.50@10.50	8.50@11.00	9.00@10.00
16-22 lbs. av.	7.00@ 7.50	8.00@ 9.50	8.00@ 9.00	8.00@ 9.00
SHOULDERS, N. Y. Style, Skinned:				
8-12 lbs. av.	6.00@ 7.00	.....	7.50@ 9.00	8.00@ 9.50
PICNICS:				
6-8 lbs. av.	7.00@ 8.00	.....	.....	.....
BUTTS, Boston Style:				
4-8 lbs. av.	6.50@ 8.00	.....	9.00@11.00	9.00@10.50
SPARE RIBS:				
Half Sheets	5.00@ 6.50	.....	.....	.....
TRIMMINGS:				
Regular	4.00@ 5.00	.....	.....	.....
Lean	6.00@ 8.00	.....	.....	.....

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended January 9, 1932:

West. drsd. meats:	Week ended Jan. 9.	Prev. week.	Cor. week.
Steers, carcasses	3,126	1,931	3,000
Cows, carcasses	826	743	888
Bulls, carcasses	110	122	200
Veals, carcasses	1,153	1,131	1,143
Lambs, carcasses	12,825	14,463	12,180
Mutton, carcasses	563	700	457
Pork, lbs.	619,250	519,611	540,829

Local slaughters:

Cattle	2,014	1,572	1,596
Calves	2,788	2,064	2,229
Hogs	8,631	6,690	15,020
Sheep	19,548	16,000	6,490

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston week ended Jan. 9, 1932:

West. drsd. meats:	Week ended Jan. 9.	Prev. week.	Cor. week.
Steers, carcasses	2,817	1,040	2,375
Cows, carcasses	1,806	1,480	1,833
Bulls, carcasses	46	45	22
Veals, carcasses	873	877	1,223
Lambs, carcasses	28,082	17,612	19,620
Mutton, carcasses	551	944	289
Pork, lbs.	571,011	405,494	558,866

1912 - - - 1932

**20 YEARS OF SERVICE
TO THE INDUSTRY**

To you, our customers, we are grateful on this our Twentieth Anniversary. For it is your business that has enabled us to grow for a fifth of a century. We hope for your continued good-will, and dedicate ourselves to that purpose which will make us worthy of your further approval and support.

J. S. HOFFMAN COMPANY

CHICAGO

NEW YORK

WISCONSIN

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium	\$ 5.50@ 7.50
Cows, common to medium	3.00@ 4.25
Bulls, cutter, common and medium	3.00@ 5.00

LIVE CALVES.

Vealers, good to choice	8.50@ 10.00
Vealers, medium	6.50@ 8.50

LIVE LAMBS.

Lambs, good to choice	6.50@ 7.25
Lambs, medium	5.50@ 6.50
Lambs, common	4.50@ 5.50

LIVE HOGS.

Hogs, 160-200 lbs.	5.00@ 5.25
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DRESSED HOGS.

Hogs, good to choice	7.25@ 8.50
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DRESSED BEEF.

Choice, native, heavy	18 @19
Choice, native, light	18 @19
Native, common to fair	16 @17

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	17 @18
Native choice yearlings, 440@600 lbs.	18 @19
Good to choice heifers	16 @17
Good to choice cows	14 @15
Common to fair cows	10 @11
Fresh bologna bulls	8 @9

BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @24	24 @26
No. 2 ribs	19 @21	21 @23
No. 3 ribs	16 @18	18 @20
No. 1 loins	28 @32	30 @32
No. 2 loins	22 @24	26 @28
No. 3 loins	18 @20	22 @24
No. 1 hinds and ribs	20 @22	20 @22
No. 2 hinds and ribs	16 @19	16 @19
No. 3 hinds and ribs	11 @15	11 @15
No. 1 rounds	14 @15	14 @15
No. 2 rounds	12 @14	12 @13
No. 3 rounds	11 @12	11 @12
No. 1 chuck	14 @15	13 @15
No. 2 chuck	13 @14	10 @12
No. 3 chuck	10 @12	8 @9
Bolognias	7 @8	8 @9
Rolls, reg. 6@8 lbs. avg.	22 @23	
Rolls, reg. 4@6 lbs. avg.	17 @18	
Tenderloins, 4@6 lbs. avg.	50 @60	
Tenderloins, 5@6 lbs. avg.	50 @60	
Shoulder clods	11 @12	

DRESSED VEAL.

Choice	17 @19
Good	15 @16
Medium	12 @14
Common	9 @11

DRESSED SHEEP AND LAMBS.

Lambs, choice	16 @17
Lamb, good	14 @16
Sheep, good	8 @8
Sheep, medium	5 @7

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs.	12 @13
Pork tenderloins, fresh	25 @30
Pork tenderloins, frozen	22 @23
Shoulders, city, 10@12 lbs. avg.	13 @15
Shoulders, Western, 10@12 lbs. avg.	8 @9
Butts, boneless, Western	13 @14
Butts, regular, Western	10 @11
Hams, Western, fresh, 10@12 lbs. avg.	11 @12
Hams, city, fresh, 6@10 lbs. avg.	13 @20
Picnic hams, Western, fresh, 6@8 lbs. average	8 @9
Pork trimmings, extra lean	10 @11
Pork trimmings, regular 50% lean	6 @7
Spareribs, fresh	8 @9

SMOKED MEATS.

Hams, 8-10 lbs. avg.	15 @16
Hams, 10@12 lbs. avg.	15 @16
Hams, 12@14 lbs. avg.	15 @16
Picnics, 4@6 lbs. avg.	9 @10 1/2
Picnics, 6@8 lbs. avg.	10 @10 1/2
Roulottes, 8@10 lbs. avg.	15 @16
Beef tongue, light	22 @24
Beef tongue, heavy	24 @27
Bacon, boneless, Western	17 @18
Bacon, boneless, city	17 @20
City pickled bellies, 8@10 lbs. avg.	14 @16

THE NATIONAL PROVISIONER

FANCY MEATS.

Fresh steer tongues, untrimmed	18c a pound
Fresh steer tongues, l. c. trim'd	35c a pound
Sweetbreads, beef	25c a pound
Sweetbreads, veal	60c a pair
Beef kidneys	15c a pound
Mutton kidneys	10c each
Livers, beef	41c a pound
Oxtails	15c a pound
Beef hanging tenders	20c a pound
Lamb fries	10c a pair

BUTCHERS' FAT.

Shop fat	@ .50 per cwt.
Breast fat	@ .75 per cwt.
Edible suet	@ .01 per lb.
Cond. suet	@ 1.00 per cwt.

GREEN CALFSKINS.

Prime No. 1 veals	5 .75	.80	.85	1.25
Prime No. 2 veals	3 .55	.55	.60	1.00
Buttermilk No. 1	2 .45	.50	.55	...
Buttermilk No. 2	1 .30	.35	.40	...
Branded grub	1 .20	.25	.30	.40
Number 3	1 .15	.20	.25	.35

BUTTER.

Creamery, extra (92 score)	24 1/4
Creamery, firsts (88 to 80 score)	22 1/2 @ 23
Creamery, seconds (84 to 87 score)	21 @ 22
Creamery, lower grades	20 @ 20 1/2

EGGS.

(Mixed Colors.)

Extra, dozen	23 1/2 @ 23 1/4
Firsts	22 1/2 @ 21 1/4
Checks	21 1/2 @ 16 1/2

LIVE POULTRY.

Fowls, colored, via express	24 @ 26
Broilers, Leghorns, via express	23 @ 23

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed	12 to box—prime to good:
Western, 60 to 65 lbs.	to dozen, lb. 19 @21
Western, 48 to 54 lbs.	to dozen, lb. 19 @21
Western, 43 to 47 lbs.	to dozen, lb. 17 @19
Western, 33 to 42 lbs.	to dozen, lb. 16 @18
Western, 30 to 35 lbs.	to dozen, lb. 15 @17

Fowls—fresh—dry packed	12 to box—prime to fcy.:
Western, 60 to 65 lbs.	per lb. 22 @23
Western, 48 to 54 lbs.	per lb. 22 @23
Western, 43 to 47 lbs.	per lb. 20 @21
Western, 38 to 42 lbs.	per lb. 19 @20
Western, 30 to 35 lbs.	per lb. 18 @19

Chickens, fresh, 12 to box, fair to good:	
Western, 21-24 lbs. to dozen, lb.	15 @21

Ducks	
Maryland, prime to fancy	16 @20

Squabs	
White, ungraded, per lb.	35 @ 40

Turkeys, fresh—dry pdk.:	
Young toms, choice	26 @ 27
Young hens, choice	26 @ 27

Fowls, frozen—dry pdk.—12 to box—prime to fcy.:	
Western, 60 to 65 lbs.	per lb. 22 @23
Western, 48 to 54 lbs.	per lb. 22 @23
Western, 43 to 47 lbs.	per lb. 20 @21

Wholesale prices carlots—fresh centralized butter	
—90 score at Chicago:	

Holiday Holiday	25 24 1/4 25 24 1/4
Chicago	25 24 1/4 25 24 1/4

Receipts of butter by cities (tube):	
This week. last week. last year.	Since Jan. 1, 1932.

Chicago	36,905	Holiday	28,883	54,503	53,131
N. Y.	71,149	"	57,050	81,187	80,651
Boston	13,054	"	11,395	16,951	16,541
Phila.	23,408	"	18,972	27,506	27,224

Total	144,516	Holiday	116,500	180,147	177,447
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Cold storage movement (lbs.):	
Jan. 7. Jan. 7. Jan. 8. last year.	Same

Jan. 7.	265,893	4,659,604	13,408,241
New York	23,240	1,889,008	6,855,953
Boston	12,154	1,158,269	4,208,405
Phila.	32,820	10,464	745,603

Total	101,614	393,388	8,453,233	25,840,950
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FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton	22.00
Ammonium sulphate, double bags, per 100 lbs. f.o.s. New York	1.00
Blood dried, 15-16% per unit	2.00
Fish scrap dried, 11% ammonia, 10%	1.00
B. P. L. f.o.b. tank factory	Nominal
Fish guano, foreign 13@14% ammonia	8.00 & 10.00

